

SOAP

A Monthly Magazine
for Soapmakers

Vol. II

OCTOBER, 1926

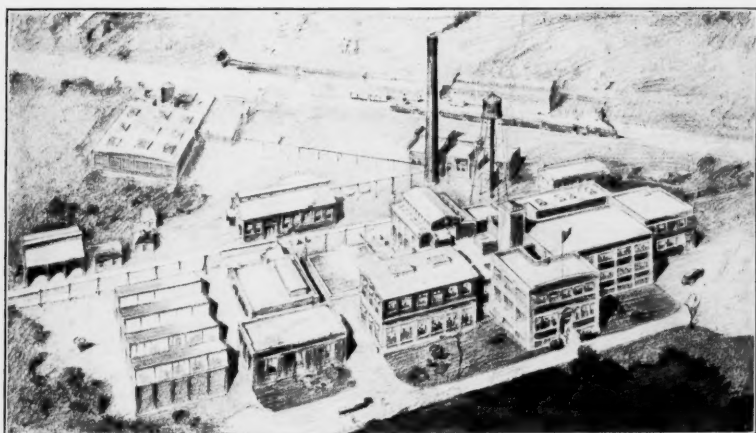
 RECEIVED
 OCT 23 1926

LURE THAT FLY TO ITS DEATH!



Use odors and fly spray perfumes manufactured by Givaudan-Delawanna, Inc. They are most fragrant and refreshing, of a cool tone, and low cost.

We are headquarters for fly-spray perfumes. Let us submit samples or produce an odor suitable for your individual purpose.



View of factory at Delawanna, N. J.

GIVAUDAN-DELAWANNA, INC.
 101 Fifth Avenue New York

BEMIS WATERPROOF BAGS

Ship— Cleaning Compounds —In Bags!

The Railroads Consolidated Freight Classification now permits shipping of cleaning compounds in Waterproof Paperlined Barlap Bags.

Just think what a remarkable saving in time and labor that means to you. These bags come in convenient sizes, and are packed in compact bales so as to require only a negligible part of the storage space needed for large bulky containers.

Bemis Waterproof Bags actually cost much less than boxes or barrels, and do not tie up a lot of money in costly containers. One man can do the work of three in packing, sealing and loading.

Waterproof - Siftproof - Airtight

Samples and complete information on request

BEMIS BRO. BAG CO.

605 S. FOURTH ST. ST. LOUIS, MO.



**SINCE 1858 THE WORLD'S LARGEST
MAKERS OF QUALITY BAGS**

Vol.

M

by t
of a
for
How
show
they
can
zatio
when
calles
this
ing
with
the s
them
tions
soap
cation
case

The
after
origin
were
the fi
speci
They
subst
facts
sales
done

Hig
some
produ
less,
produ
to per
only
exagg
salesn

SOAP

*A Monthly Magazine
for Soapmakers*

Vol. II

OCTOBER, 1926

No. 2

Exaggerated Sales Claims

MANY a manufacturing organization has been placed in an embarrassing position by the zeal of ambitious salesmen. That faith of a salesman in his organization is a requisite for successful selling, is almost axiomatic. However, a case has recently come up which shows how the claims of a salesman, unless they are backed by actual fact in every instance, can jeopardize good accounts. A large organization with a thousand or more branches where liquid soap is used in the washrooms, called for bids and samples for a quantity of this product. A number of salesmen representing various liquid soap manufacturers called with samples, prices, and the assurance that the soaps would do all that were required of them, and that they met the required specifications in every way. Upon analysis, not a single soap among those submitted, met the specifications although the claim was made in each case that they did.

The buying organization had little faith, after this episode, in any of the firms who originally tried to get the business. Other firms were tried, and one or two of the biggest in the field told the prospective buyer that their specifications were decidedly impracticable. They did not mince words or try to supply a substitute to take the contract. They gave the facts to the buyer at once, something which the salesmen for the original bidders should have done unhesitatingly in the first place.

High pressure selling may be alright in some cases. Exaggeration of the merits of a product is expected by some buyers. Nevertheless, for any manufacturer to claim for his products properties which it does not have, or to permit his salesmen to do so knowingly, is only undermining his own business. Gross exaggeration is altogether too prevalent among salesmen. Many of them will claim anything

for their goods to get the order and their commission. Nothing can hurt a manufacturer more than to have his products thus misrepresented. The trouble is that the house in most cases does not know about it. When repeat orders fail to come in, they usually figure that their competitors have cut prices to get the business. Exaggeration in sales claims is one of the sure methods of tearing down any confidence which buyers may have either in the individual salesman or in the house behind the salesman.

—♦♦—
To sell one product at cost or at a loss so as to get the business on another product, is a sure indication of weakness.
—♦♦—

Expensive Education

THE money spent yearly to popularize various soaps and soap products, and to educate the public in their new and better uses, runs into the millions. For all that is being spent, it is doubtful indeed if anything else is being accomplished than to keep large production on the move. Of course, this is quite a factor in the large plants. At the same time, it does not always have a direct relation to profits. Smaller sales at better prices might show more on a balance sheet at the end of the year.

A great deal of money has been spent by soapmakers in educational work. It has been of two kinds. Money spent to advertise their goods and tell the public how to use them. This has unquestionably sold a great deal of soap. There is, however, another kind of educational work which soapmakers have been carrying on, perhaps unconsciously, among ultimate consumers. That has been in educating the public to pay ridiculously low prices for soap products. This has also cost the industry millions and will continue to cost mil-

lions indefinitely. This is strictly the bill for destructive educational work.

Consistently and persistently, the soap industry has taught its public to buy, and expect to buy, a cake of fine toilet soap or laundry soap at prices at least fifty per cent too low. By selling a good quality soap for a dime, it has made quantity sales of twenty-five and fifty cent soaps extremely difficult. When compared to relative prices of other industries, soapmakers have spent much money popularizing brands and then have dragged their brands in the mud by the retail sales prices which their original selling price will permit. That a price maintenance law would cure this particular condition, is extremely doubtful. The cause is right on the manufacturer's doorstep. Some soapmakers sail so close in their selling prices that an extra line of printing on the wrapper would almost be enough to throw their profits into red figures.

A well-known baking powder which is reputed to outsell all competitors, commands a price some twenty or thirty per cent higher than all the others. It is advertised perhaps not as extensively as some of the well-known soaps. Why can it sell at a higher price? Because, its makers have advertised quality and educated the public to believe that the quality is better. To be consistent, they charge a higher price for better quality, and *get it*. Soapmakers, on the other hand, have educated the public well in most all other things except that which is of such direct importance in ultimate profits—price.

General commodity prices are up some fifty or sixty per cent over their 1913 levels. One industry is today advertising to the public that its products are far cheaper than most other things on the market because its selling prices are only ten or twenty per cent above pre-war levels. How much higher are soap prices today than they were in 1913? How much higher are raw material prices? The comparison is enlightening.

Your Industry and Your Firm

Few statements made within the past decade or so by great men have been quoted more widely than that of Theodore Roosevelt: "Every man owes at least a portion of his time to the upbuilding of the profession to which he belongs."

"Piffle," says the so-called hard-headed business man. "Help build up my competitor's business so that he can trim me the next time we go into competition. I am going to get all the business I can and look after my own af-

fairs; let the other fellow do the same. The condition of my industry makes no difference to me. The thing which I am interested in is my own business. Let the other fellow go on the rocks. That means all the more orders for me. Get together? Rubbish! With raw material prices way up in the air and all our competitors cutting the heart out of prices, Upbuild our industry? Bunk! Just an excuse for the slick fellows to pull the wool over our eyes."

There are always scoffers, but the fact that the statement of Roosevelt came from a practical man, and not from a theorizing dreamer, gives it weight. That much of the upbuilding of American industry has been done by the strongest firms within various industries may be the very reason why these firms are the strongest. Progressive leadership in one thing frequently indicates it in another. It takes little vision to see that a disjointed structure is always weak, and the position of its strongest portion is jeopardized by the composite weakness. This means that every weak firm within an industry is a menace to the industry. Price-cutting, the bug-bear of all selling, emanates from a weak unit in nine times out of ten.

Strengthening the weak links of an industry may not be the job of any few firms; neither is it anybody's duty. But, from the angle of plain business sense, dollars-and-cents sense, every effort toward betterment of one's own industry is an investment of future promise.

Progress!

Although details are few, the meeting of representatives of a number of soapmakers in Chicago on September 30th with a view of initiating a campaign of co-operative publicity on glycerin and soap, is to be heralded as a progressive step. Not by stealing business from each other, but by increasing the total demand for soaps and glycerin, will large and increasing production be moved and kept moving to consumption without profit-killing competition. Other industries are using co-operative advertising and publicity with success to educate the public and increase consumption. The soap industry can do likewise.

If the facts are as reported, this plan should include more than twenty firms. Other soapmakers, who will secure a share of the benefits, should carry their share of the burden. Likewise, those who are initiating the movement should not restrict participation to a select few. Truly, a movement of this kind is of and for the entire industry, a progressive step which should be of wide benefit.

The Measurement of Detergent Action

Finding a Standard Method for the Quantitative Determination of the Cleaning Power of Soaps

By L. F. HOYT,

Chief, Research Department, Larkin Co.

PRACTICALLY every industry has a well standardized method or methods for the practical evaluation of its products. Where this evaluation can be determined accurately by purely chemical means or by the use of precise instruments, the matter is relatively simple. In the case of soaps or detergent compounds, however, the percentage of anhydrous soap, or the raw materials from which the soap was made, which might easily be determined, tell very little when it comes to practical washing problems.

If a soap product is to be used to wash clothes or for some special work in a mill, the way in which it does the job in hand, is the only real test of

value. When it is said that such-and-such a product cleansed a dirty shirt after three minutes in a wash-wheel, the question arises—how dirty is a dirty shirt? What kind of dirt does it contain? Ordinary water-soluble dirt or perhaps grease and tar?

Mr. Hoyt, one of the foremost American authorities on this subject, describes the search for a standard testing method now being carried on. The results to date, he states, are merely tentative. In the near future, however, this work may give a means for securing comparable figures on practical soap values which may be generally acceptable as a standard by the soap industry.—The Editors.

THE exact mechanism of the process by which soap solutions cleanse soiled surfaces, and of the forms in which soap exists in solution (in which colloidal chemistry is deeply involved) are still matters of some dispute. It is quite generally agreed and accepted, however, that by virtue of their low surface tension, soap solutions are able to wet and penetrate oily surfaces and to emulsify oily substances. Of equal importance is the ability of soap solutions to deflocculate, or break up, aggregates of dirt of assorted origin and to form relatively stable suspensions of the finely divided dirt. The net result of the wetting, emulsification, deflocculation and suspension of dirt (using that term in its broadest sense) is the familiar cleansing or detergent action of soap.

A reliable laboratory method of evaluating soaps for their detergent qualities has been sought for years. The many difficulties inherent in an actual washing test have led a number of workers to attempt to evaluate soaps by measuring some one property of the soap solutions. Lathering power, which is a measure

of the surface tension of a soap solution vs. air, has sometimes been considered a measure of detergent ability. While lather probably helps mechanically in the cleansing operation and is of importance to successful laundering, as everyone knows who is familiar with the operation of the commercial wash-wheel, it is not a true index of cleansing power and is moreover difficult to measure accurately and consistently.

By a Standard Salt Solution

THE emulsifying power of a soap can be measured by the amount of a standard salt solution required to break an emulsion formed with definite amounts of mineral oil and soap solution. The measurement of emulsifying power is much subject to the personal equation of the operator and gives values which are numerically close together. One of the inherent difficulties with the emulsifying power test, as pointed out by Chapin, is that no means has ever been devised to standardize the size of oil globules, and hence the interfacial surface, in an emulsion of oil with soap solutions.

The deflocculating power of soap solutions is a measure of the ability of such solutions to break up and suspend aggregates of dirt, and by inference to loosen dirt from a fiber, or other surface. McBain and his co-workers (J. Soc. Chem. Ind. 42, 374, T. [1923]) worked out a method whereby soap solutions of definite concentration were shaken with carbon black and filtered. The amount of carbon in the filtrate was determined colorimetrically and compared with results obtained with a standard soap.

Chapin Method With Graphite

ANOTHER method based on measurement of deflocculating power in that of Chapin (Ind. Eng. Chem. 17, 461, [1925]). The method aims to determine the deflocculating efficiency of a soap solution vs. a standard non-porous dirt, graphite. This method eliminates a standard fabric on the assumption that a determination of the efficiency of a soap solution in separating dirt from dirt (i.e., deflocculation) will be practically as useful an index to its cleansing power as its ability to separate dirt from fabric. The Chapin method consists in shaking weighed portions of specially prepared flake graphite with successively increased portions of a soap solution, (usually 1 or 2 gms. per liter), under thermostatic control, until a point is reached at which a narrow white ring (of lather) appears between the bulk of the solution and the supernatant black froth or lather. Comparison of the sample under test is made with a standard ammonium palmitate, and the relative detergent value can be expressed, it is claimed, numerically.

Briggs and Rhodes have recently presented a new test for the detergency of soaps in "The De-Inking of Paper," read at the 4th National Colloid Symposium at Cambridge, Mass., June, 1926. This method, also based on the deflocculating power of soap solutions (vs. printing ink), measures the amount of ink removed by the whiteness of the resultant pulp, and is claimed to be a reliable index of detergency.

The measurement of the surface tension of soap solutions vs. oil (usually an unsaponifiable oil such as kerosene or liquid petrolatum) has been proposed by several investigators. (The direct measurement of the surface tension of Tensimeter is of little value for this reason, viz.:—the addition of very small amounts of soaps to pure water markedly lowers the surface tension, the effect being all out of proportion to the concentration of the solution. Larger soap solutions vs. air by the Du Noy Surface

concentrations produce very little additional lowering of surface tension and values are therefore bunched in a numerically limited range).

By the "Drop Number" Method

THE "drop number" method of measuring surface tension by allowing a soap solution to flow from a capillary pipette into an oil, or the reverse, gives results which, in themselves, are very satisfactory. The drop number can be measured with a high degree of accuracy with consistent results by different operators, gives large numerical values and is very sensitive to change in, or differences between, soap solutions. This method was used by Hillyer (J. Amer. Chem. Soc. 25, 511, 524, 1256 [1903]) who allowed soap solutions of definite strength to flow from a capillary pipette of 0.5 mm. diameter into kerosene at definite temperatures and counted the drops produced. Elledge and Isherwood (J. Ind. Eng. Chem. 8, 792 [1916]) used a similar method on soap solutions with and without the addition of alkaline salts and confirmed their drop number results by measuring the ability of the soap solutions to carry lampblack thru filter paper. Shorter (J. Soc. Dyers & Colorists 32, 99, [1926]) used the reverse process, allowing kerosene to flow upward from a capillary pipette thru the soap solutions.

Since surface tension is intimately connected with wetting and emulsification, and perhaps also with the stabilizing of deflocculated dirt, the drop number of a soap solution is probably the most important single criterion of its detergent value.

No Standard of Evaluation

WHILE it is possible to grade soaps according to any of the numerous proposed methods of measuring some one or more properties of the corresponding soap solutions, it is a fact that none of the proposed methods has ever been generally adopted by either makers or consumers of soaps as a standard procedure for evaluating the detergent power of soaps or soap products. The detergent action of soap is so complex that it is doubtful whether any single property of soap solutions can be expected to give the correct evaluation. The question always arises as to how soaps will compare in washing power. The commercial wash-wheel, operated under controlled conditions on repeated batches of average soiled goods affords the best and most reliable method of comparing the washing powers of soaps. Such a method is necessarily slow, expensive, available to rela-

tively few, and gives qualitative rather than quantitative results.

What Are Standard Conditions?

THE perfectly logical and self-evident way in which to measure the detergent action of soaps is by an actual washing test. Even a brief survey of the problem, however, will reveal a long array of difficulties in the way of a satisfactory laboratory washing test. Obviously, a standard soiled fabric and a definite procedure must be adopted to secure comparable results. What fabric shall be adopted? What shall the standard soiling mixture be and how shall it be applied? How can the color of the soiled fabric before and after washing be accurately measured? What shall be the temperature of the washing test? Its duration? Shall distilled water be used? If not how can results be compared with water of varying degrees and kinds of hardness? What form of laboratory washing machine should be adopted? Those who have attempted to make laboratory washing tests will appreciate a number of facts among which may be mentioned: how difficult it is to soil even small areas of cloth uniformly; that such soiled cloths if allowed to stand a few days will not be washed as clean by the same procedure as when they were only a few hours old; that soaps intended for some special cleansing work may have an optimum temperature and concentration at which they could be used, etc.

The Method Being Used

ABOUT a year ago the Detergents Committee of the American Oil Chemists Society undertook the study of a laboratory washing test; the first collaborative study of the problem by a large group representative of the soap and allied detergents industries. A small power-driven brass washing machine of special design holding about a liter of soap solution was used and the color of the 4x10" test fabric (cotton sheeting) was determined before and after washing by means of a standard scale of Munsell Gray Papers. The soiling mixture used consisted of a solution of tallow, lubricating oil and lampblack in carbon tetrachloride. Technique of soiling, washing, and rinsing was specified in detail so that different operators could carry out the washing tests under as nearly the same standard conditions as possible, with identical fabric, soiling ingredients and soaps. The results to date are merely tentative and further study is necessary to determine whether or not a practical and reliable laboratory washing test can be devised.

Laundryowners Convene at Memphis

The National Laundryowners' Association held its annual convention at Memphis, Tenn., October 4 to 9. It was one of the best attended gatherings the organization has ever had, close to 1,500 persons having been present at the various sessions and social functions. The conventioners were supplied with plenty of entertainment, dancing and visits to historic points in and about Memphis keeping the delegates and others busy at all times. The business sessions were made unique through the presence of a song leader at each. This new feature was well received and commends itself to other conventions.

Soapmakers and cleaning compound manufacturers were well represented at the Allied Trades Exhibit, one of the most successful yet staged. The Cowles Detergent Co. displayed "Escolite," E. S. Bassett, general manager, F. H. Guernsey, chief chemist, and S. H. Fellows, sales manager, being in charge of the booth. Visitors to this exhibit were supplied with drinks in the form of Coca-Cola. The Davies-Young Co., represented by P. E. Norris, Charles Connors and H. H. Heidbrink, showed their "Buckeye" and "Dysco" soaps, together with a recently introduced collar and cuff soap, "Dysolvo". Solvay Process Co. displayed its laundry soda and "Snowflake Crystals". G. H. Kimber, R. H. Sawens and C. O. Kingsbury were in charge of the booth. Swift & Co. had samples of all the company's complete line of soaps for laundry use in its display. Procter & Gamble Co. devoted its exhibit to Ivory Soap. A member of the research department of the Palmolive Co. made a number of practical demonstrations in the Palmolive booth, where all of the company's industrial products were on view. J. F. Tonn, general manager of the Oakley Chemical Co., assisted by some of the firm's salesmen, distributed information regarding "Oakite" from the Oakley booth. Wm. Waltke & Co., J. B. Ford Co., Larvex Co. and Mathieson Alkali Co. also maintained exhibits.

E. Lelong, American representative of Pavan & Bertrand, Grasse natural flower product house, Societe des Produits de Synthese Sopros, Paris aromatic chemical manufacturers and Bing Fils, specialists in lavender, geranium and similar essential oils, has taken larger quarters in the 130 Pearl St. building. Increasing business trebled Mr. Lelong's space requirements.



INTERNATIONAL

SALT CRYSTALS

PLEASING the particular user of salt is our long suit.

International recognizes the fact that industrial processes demand a pure product – that efficiency is dependent upon purity.

So International standards coincide with your standards.



INTERNATIONAL
SALT COMPANY, Inc.
475 Fifth Avenue, New York

A Review of Glycerin Technology

Technical Developments of the Past Seventy Years Discussed in the Light of Modern Glycerin Production

By A. CONTARDI

Part II.

This is the second installment of the series of articles by Sig. Contardi, reviewing the technology of glycerin production and refining since 1855, when the distilled product was first placed on the market in England. The review was first published in the *Giornale di Chimica Industriale ed Applicata* and has been translated for publication in SOAP. The first section of the series appeared in the September issue of SOAP. The balance will be published in subsequent issues.—The Editors.

The Twitchell Process

AS far as the crude glycerins obtained by the Twitchell process and the catalytic processes are concerned, I cannot agree with the opinion expressed by Langmuir, who said, as he presented the Perkin medal to Twitchell, that "the glycerin which is obtained by this process is just as good as those obtained by the older processes, as long as the starting point is a good grade of fat."

I will discuss the principal factors, which can define the quality of the glycerin obtained from this extensively used, cheap and most convenient process. The bases for this study are partly present in the process itself, but also exist in the properties of the reagents that are employed and in the impurities of the fats subjected to splitting. The quality of the fat naturally plays an important role as well.

In the year 1898, Twitchell announced his first reagent, which he obtained by the sulphonation of equi-molecular mixture of naphthalene and oleic acid or olein. The patent in question also stated that in place of naphthalene, it was also possible to employ other aromatic substances which fulfilled the same purpose. Thereafter, other reagents were sought after, either to improve the process, or also to get around the patent. Hence, the oleic acid

or the olein was replaced by lanolin, rosin, and castor oil, and the naphthalene by tetrahydronaphthalene, and in recent years by cyclol (Weston, 1921).

The last-named modification contributed to the simplification of the process, and enabled the splitting to be carried out to completion for the first time, without it being necessary after separation of the first glycerin waters to heat again with the addition of water. Hence, the equilibrium, from the splitting sense, has been shifted. The modification introduced by Petroff is also of importance. His "contact splitter" is formed by the sulphonation of certain residual matters obtained from the distillation of petroleum. Less of this reagent is required than of the original Twitchell reagent. Furthermore, Twitchell himself brought out likewise a "double reagent" on the market after his first preparation. The former consisted of the barium salt of fatty-aromatic acids and was free from all substances which were not active or which were able to influence adversely the quality of the crude glycerin, (French Patent No. 456,956).

After splitting is completed, these reagents are found for the most part in the glycerin spent liquors from which they cannot be recovered by chemical processes. They are always used to be sure in small amounts only, from 0.75 to 1.5 percent on the weight of the glycerides split. However, it must always be clear that their only partial recovery cannot be disregarded, for even in the best cases the glycerin amounts to only eight to ten percent of the saponified fat. For this reason, it was necessary to have a reagent which, when used in very small amounts, would act quickly.

Then again, it must also be mentioned that several of these substances, whether it is due to their chemical composition or only to errors made in their manufacture, contain ingredients which are volatile at the temperature at which glycerin distills. For example, the author has found traces of rosin in double-distilled glycerin, which was obtained from a catalytic

splitting process. The splitting agent in this case was prepared from rosin. The fat from which this glycerin was obtained consisted in equal parts of a good grade of American tallow and Chinese tallow. The rosin could be detected in the glycerin through its characteristic odor, which was particularly strong when the glycerin was treated with ozone at a temperature of 100 degrees C. In addition thereto, the distilled glycerin, even when it contained only traces of rosin, had a clear greenish fluorescence.

The Catalytic Process

A THOROUGH purification of the fatty materials with concentrated sulphuric acid is necessary far more in the catalytic process than in the other methods of obtaining glycerin. As is known the quantity of the acid used as well as its concentration at which the process is carried out must be varied in accordance with the nature and the quality of the fatty materials. This refers as well to the temperature at which the washing operated is effected. Many of the impurities contained in the fats are removed by this preliminary treatment, particularly the nitrogen compounds which give a poor appearing fatty acid a low quality of glycerin.

The incomplete removal of the nitrogeous impurities has the effect of increasing the organic residue in the glycerin to a very marked degree. In fact, it is possible to determine the proportion of nitrogeous impurities contained in the original fat from the amount of this organic residue in the glycerin. For example, a train oil with a nitrogen content of 0.02 percent yields a crude glycerin of 28 degrees Be which contains more than half a percent of organic residues. This may be considered as a normal glycerin. Then, if the nitrogen content of the train oil rises to approximately one-tenth of one percent, the percentage of organic residue in the crude glycerin will increase to four percent. It is clearly understandable that it is a very difficult matter to prepare a usable dynamite glycerin from such crude glycerin.

The presence of the nitrogeous substances in the organic residue renders the purification of the crude glycerin by distillation a difficult procedure. For not only do these substances introduce difficulties from the so-to-speak mechanical standpoint, inasmuch as they make it necessary to clean out the distilling apparatus rather frequently, but there is also considerable difficulty from the chemical standpoint of the process. This is due in the first place to the fact that in general the pres-

ence of the nitrogeous substances lead to the conclusion that the glycerin or the fats from which it was manufactured have been subjected to abnormal fermentation. Such fermentation results in the formation of trimethylene glycol which is contained in the glycerin and which is separated from the latter only with a great deal of trouble. In the second place, moreover, the nitrogeous compounds form ammonia at the temperature at which the glycerin is distilled. But the crude glycerins always contain a greater or lesser proportion of organic acids, and particularly acids which have a small number of carbon atoms in their molecule. These acids form salts with the ammonia, and then, yielding water, these salts are converted into amides, which boil over undecomposed and contaminate the glycerin. If it is desired in such cases to obtain a glycerin which does not give an ammoniacal reaction, then it is necessary to subject the single-distilled glycerin to treatment at elevated temperatures with sodium hydroxide. This results in the elimination of the nitrogeous bases, and thereafter the glycerin is neutralized with a solution of sulphuric acid, and finally subjected to a second distillation. The presence of ammonia in the glycerin is an exceptional occurrence in the catalytic process of making this substance. However, this is quite different in the case of glycerins produced by the enzymatic splitting process. For as it will be shown in the following portion of this article, the formation of ammonia must be considered as a contemporaneous phenomenon, taking place at all times, during the splitting of fats by means of enzymes.

Enzyme Fat Splitting

E NZYME splitting was the last to be introduced into the industry in the year 1902, and particularly due to the work of Connstein, Hoyer and Wartenberg. (See German Patent No. 145,413.) The Vereinigte Chemische Werken A. G., in Charlottenburg, Germany, was the first soap plant to use this process. This method is the result of numerous scientific investigations that were begun by Green in the year 1890. Green and his disciples investigated the saponifying enzymes, such as the lipases, that are found in various vegetable substances. His predecessors, such as Claude Bernard (in the year 1819), Volard, Kastle, Lowenhardt, Mohr, Henriot, Macleod, Fokin, Baur, and others concerned themselves with the saponifying enzymes, such as steapsins, which are contained in animal substances. The lipases work best in weakly acid solutions; on the other hand the steapsins work best in slightly alkaline or neutral solutions.

The saponifying effect of the pancreatic enzyme excited but little interest at first in scientific circles. But, scarcely had Connstein made technical use of the lipases contained in the castor bean, than Baur suggested an analagous use for the pancreatic ferment. Baur's proposal, however, remained without any practical results. To the present day, it can scarcely be said to have resulted in anything of a really practical nature, as the studies that have been made on the pancreas during the past few years have made possible another more important utilization of this material.

Perhaps, we really do not know anything at all as to how far these enzymes are distributed in the human organism and just how active they may become under favorable conditions. The author may mention as an example as to how far the saponification, which is induced by the steapsins, can go, the little known fact of the decomposition of corpses, which took place in the underground vault of the catacombs in Milan. These vaults served, as was concluded from the accurate studies made by Staurenghi, during a period of eighty-five years (from 1698 to 1783) as the burial grounds of the Milan city hospital. When later on they had to be removed (from 1907 to 1909) a work which was carried out under the plans of Prof. A. Menozzi, calculations were made that approximately 150,000 bodies would be found. In more than one-quarter of these corpses, and to be sure in just those, which had been buried in the easterly crypts, ordinary decomposition had not taken place, but, brought about by the almost complete absence of oxygen and through the presence of moisture and traces of ammonia, through the uniform and moderate temperatures, the fats of the flesh and perhaps the albuminoids in part as well, had been almost completely converted into free fatty acids, and to be sure into solid fatty acids, which had scarcely been changed. I have been able to determine that this fat, which covered the skeleton and the body structure, was almost completely unchanged and consisted almost entirely of a mixture of palmitic and stearic acids. Acids with double bonds or non-split glycerides were not present. The fatty acids were combined to a small degree with ammonia and lime.

The possibility is now presented that the steapsins, which came in contact with the fat of the body by means of the so-called posthumous circulation, were able to act on it under such favorable conditions that its action was both quick and thorough, and so were able to prevent all other changes, which were also of an enzymytic character, from taking

place. Hence, the ordinary decomposition of the bodies could not take place. It is impossible to consider here as the explanation of this phenomenon, the character of the bodies, the weather, the diseases which brought about death, for these crypts were utilized for a long time as common burial grounds. The city authorities of Milan also permitted the opening of certain graves, for the people who were living in the neighborhood had complained of the odors which arose during the hours that burial was taking place.

All other bodies which had been buried under quite identical conditions had been subjected to the ordinary decomposition that takes place in buried corpses. There must have accordingly been quite slight changes in the external conditions which were sufficient to make the steapsins so active that the activity of all the other enzymes was negated. After the external conditions had been changed, the bodies were quickly subjected to ordinary decomposition. It is not exactly possible to conclude from this experience that similar processes took place during earlier times and led to the formation of geological strata, containing fossil fishes, from which the ichthyol-containing shales were formed.

(To be Continued)

Confer on Price Maintenance Bill

Senator Arthur Capper, of Kansas, who expects to again introduce the Capper-Kelly price maintenance bill in the Senate, discussed the question with Edward Plaut, president of the Lehn & Fink Products Co., last month. Lehn & Fink have offered prizes, totaling \$10,000, for suggestions leading to a plan that will stop price cutting on branded and nationally advertised products. Senator Capper is chairman of the committee that will make the awards, the contest closing the last day of this month.

Attack Price Maintenance in Canada

A Canadian chain drug store company, G. Tamblin, Ltd., Toronto, has obtained writs against two wholesale drug concerns, charging that they refused to supply certain proprietary articles when the chain drug company declined to maintain the minimum prices set by the Proprietary Articles Trade Association of Canada. Manufacturers in other lines of business have been giving consideration to establishing minimum retail prices, as did the proprietary association, and are awaiting the publication of the court findings with considerable interest.



SOLVAY

Constant supervision of manufacturing processes and careful searching for advanced methods account in part, for Solvay success and leadership.

76% Caustic Soda

Solid—Flake—Liquid

Light 58% Soda Ash

"Fluf" (extra light Soda Ash)

Modified Sodas



The Solvay Process Company

Detroit, Mich.

Syracuse, New York

Hutchinson, Kans.

Wing & Evans, Inc., Sales Department, 40 Rector St., New York

Boston

Cincinnati

Cleveland

Detroit

Pittsburgh

Chicago

Syracuse

Indianapolis

St. Louis

Kansas City

Philadelphia

British Foreign Trade in Soaps

*Show Increase of 7 Per Cent in Volume for First Six Months
of 1926—Imports Up 14 Per Cent*

THERE was a net increase in the aggregate quantity of British imports of soap during the first six months of 1926, contrasted with 1925, of 18,493 hundredweight (of 112 pounds), or 14¼ per cent., but in value there was a rise of only £13,921, or 4 per cent. The greater part of the larger imports was due to the growth in the volume of hard soap in bars or tablets (other than toilet, shaving or abrasive, which decreased, abrasive especially owing to the cause stated below), and "other" (unenumerated) sorts.

The quantity of abrasive soap, hard or in powder, for polishing and scouring, fell by 21,500 hundredweight, but inasmuch as cotton seed oil soap, which was previously included under "scouring," has been included, for 1926, in the figures for soft soap, the rise in the latter (by 16,640 hundredweight), and the decline in abrasive, is partially explained. Toilet soap and shaving soap dropped by over 2,000 hundredweight; on the other hand, unenumerated sorts advanced by no less than 12,700 hundredweight, or 700 per cent.

The following statement details imports of soap during the first six months of 1925 and 1926:—

	1925		1926	
	Cwt.	Value	Cwt.	Value
Soap, Soft	23,131	£40,122	26,808	£39,305
Hard, exclusive of toilet, or shaving.				
To China	3,091	9,705	765	1,786
Other foreign countries	202,504	411,702	202,968	404,479
Br. S. Africa	1,750	3,713	1,291	2,920
Br. E. Indies	216,866	441,659	241,736	497,727
Other British countries	197,298	363,633	216,213	395,251
	621,509	1,230,412	662,973	1,302,163
Toilet and shaving.	34,724	313,506	34,815	322,736
Abrasive, hard or in powder, for polishing and scouring	11,273	32,167	11,524	32,443
Other sorts	17,200	65,778	20,330	83,947
Gross total	707,837	1,681,985	756,450	1,780,594

Growth in British Exports

In the aggregate, British exports of soap increased this year over last by 48,613 hundredweight, or about 7 per cent., and in value by £98,609, or just under under 6 per cent., the

growth in quantity being almost entirely due to heavier shipments of hard soap in bars or tablets (exclusive of toilet, shaving or abrasive sorts), which advanced by 41,469 hundredweight in consequence of marked increases in exports to British East Indies and unenumerated other British countries.

Other descriptions shown in the trade returns recorded some increase in each case, soft soap rising by nearly 3,700 hundredweight, and unenumerated sorts by 3,000 hundredweight.

Tabulated, British exports were as follows during the first six months of 1925 and 1926:—

	1925		1926	
	Cwt.	Value	Cwt.	Value
Soap, Soft	808	£2,382	17,348*	£22,196
Hard, not toilet, shaving or abrasive	68,516	156,827	80,571	162,415
Abrasive, hard or in powder	28,089	36,856	7,510*	9,874
Toilet and shaving.	30,364	142,359	28,115	141,878
Other sorts	1,881	3,531	14,604	19,523
	129,655	341,955	148,148	355,886

Soft soap includes cotton seed oil soap in 1926; previously this was recorded under "scouring" soap.

Competition in the British home market for soap continues to be exceptionally keen, and, as showing the extent to which British soap manufacturers will go, it may be pointed out that a few months ago one of the largest and most widely known firms, who had been experimenting on the production of a new high class toilet soap, and were placing it on the market (at a higher retail price than their most popular brand), inserted simultaneous whole-page advertisements in the most widely circulated newspapers, describing the qualities of the new soap. Each of these expensive advertisements (costing, in one case, £1,400 for the one day's insertion) contained a coupon entitling the reader to obtain, from any high class retailer of soaps, one tablet (retail price 8d.) free of all charge, the retailers being reimbursed by the manufacturers to the amount of all such coupons received. It was announced later that the demand for these free tablets had been enormous. This action by the manufacturers goes to prove that huge expense was deemed necessary by them, notwithstanding their world-wide reputation, in order to secure a footing on the market for the new production.

British Soap Exports Gain —Imports Drop

Great Britain exported more soap in August, this year, than in the same month in 1925 and 1924, while imports were lower compared with receipts for the same month in the two previous years. The increase in imports was registered altogether in British possessions. Smaller imports of hard soaps, excluding toilet and shaving soaps, and of cleaning and scouring preparations were responsible for the reduction in import figures.

	IMPORTS			VALUE		
	QUANTITIES			Month ended		
	August 31.			August 31.		
	1924	1925	1926	1924	1925	1926
	cwts.	cwts.	cwts.	£	£	£
Soap, not contain- ing Spirit:						
Soft	107	91	3,065	306	219	3,558
Hard, in bars or tablets, includ- ing Toilet, Shav- ing & Abrasive:	13,551	11,641	7,167	38,827	33,019	11,714
Abrasive, hard or in powder, for polishing and scouring	2,303	1,339	278	3,551	1,939	765
Toilet, in bars or tablets, and Shaving Soap	7,599	5,127	5,556	31,763	29,354	27,868
Other Sorts	395	238	1,524	567	300	1,729
Total cwts.	21,015	21,436	17,899	73,017	61,852	48,994

	EXPORTS			VALUE		
	QUANTITIES			Month ended		
	August 31.			August 31.		
	1924	1925	1926	1924	1925	1926
	cwts.	cwts.	cwts.	£	£	£
Soap, not contain- ing Spirit:						
Soft	3,597	5,333	3,565	6,029	7,417	5,103
Hard, in bars or tablets, includ- ing Toilet, Shav- ing & Abrasive:	4,125	305	4	10,920	944	13
To China	34,369	32,389	30,181	68,014	65,108	58,209
Other Foreign Countries	311	284	242	747	597	528
Brit. S. Africa	36,854	42,763	46,083	72,691	83,140	91,636
Brit. E. Indies						
Other British Countries	30,980	30,588	36,584	57,814	56,662	69,185
Total cwts.	106,899	106,329	113,097	219,183	237,319	222,061

A new book on soap manufacture and glycerin refining and recovery is now being written by E. T. Webb, the English authority, and will be published in the near future under the auspices of the *Chemical Trade Journal* and *Chemical Engineer* of London.

John Barrington & Sons, English soap-makers, have decided to erect and equip a new modern soap plant in Dublin, Ireland. The erection of the building is already partly completed.

Mathieson Alkali Works has completed a one-story addition to its plant at Niagara Falls, N. Y., at a cost of \$25,000.



New office and warehouse building recently occupied by the Standard Silicate Co., at Bond Hill, Cincinnati. Adjoins the Standard factory.

Drug Bowlers Open Season

The 34th annual tournament of the Wholesale Drug Trade Bowling Association of New York opened its season with a get-together meeting, Monday evening, Oct. 11, at the alleys of Colgate & Co., Jersey City. The tournament will continue each Monday evening throughout the winter, ending Apr. 17, 1927. The Colgate & Co. team has been the winner for the past three years. Teams to be represented this year include Church & Dwight, Colgate & Co., Grasselli Chemical Co., A. Klipstein & Co., Lanman & Kemp, Roessler & Hasslacher Chemical Co., and two teams from E. R. Squibb & Sons. The tournament is a handicap affair, handicaps being allowed on a basis of early season performance. George Bode will act as chairman of the Committee in Charge again this year.

Oil Men at Golf Outing

The Oil Trades Association of New York held its annual golf outing Oct. 8 at the Westchester Hills Golf Club, White Plains, N. Y. The outing spread over the whole day, golf in the morning, followed by a luncheon, preceding the championship tournament of the afternoon. Clifford Weihman, Smith-Weihman Oil Co., is chairman of the association's golf committee.

Winner of the Association Championship was G. B. D. Riley with a 77 gross and 63 net. Other prize winners included the following in order: Messrs. Nevins, Stern, Warry, King, Kullmann and Chapin. About fifty members and guests were present. At dinner following the tournament, President Pigot presented the prizes and the championship cup. Several short addresses were made by members. A vote of thanks was tendered to the Golf Committee Chairman Weihman at the close of the dinner.

Glycerin Imports Increasing

The appended table of glycerin imports for the entire years 1923, 1924 and 1925 and by months through July 1926 shows a considerable increase in the last few years. July imports alone were almost twice as large as 1923's total receipts and four other months this year have almost equaled or surpassed that total.

	Refined Pounds	Crude Pounds
Entire year 1923.....	585,792	14,548,660
Entire year 1924.....	1,500,644	14,427,054
Entire year 1925.....	2,059,565	19,248,695
January 1926.....	305,407	4,454,754
February.....	635,118	1,639,871
March.....	728,828	2,484,493
April.....	527,942	1,443,798
May.....	312,399	1,268,143
June.....	512,826	1,137,256
July.....	1,131,941	2,816,689

Glycerin Imports Continue Higher

July furnished another record breaking month in glycerin imports, with the figures for both crude and refined goods more than doubling those of the previous month. Imports of crude totaled 2,899,295 pounds, valued at \$449,901, while refined goods, to the amount of 1,131,941 pounds, valued at \$231,637, were brought in. France supplied 942,044 pounds of crude, the United Kingdom being the next largest shipper, with 689,901 pounds. Refined glycerin, of German origin, totaled 662,493 pounds, the United Kingdom ranking second here with shipments of 281,707 pounds to the United States.

On Soap Premiums

A recent issue of the *Colgate Clock*, published by Colgate & Co. in the interests of its employees, carried this item, marked for the attention of the premium department:

"Oh, Mr. Brown," said the gushing young woman, "I saw an advertisement saying that one could furnish one's home on soap premiums. Every time you buy a cake of soap you get a furniture certificate. I am going to get married, do you think I could furnish my house that way?"

"Why, yes," replied Brown encouragingly. "I had a friend who got all the furniture for a six-room house that way. The company had to send him furniture for only one room, the other five were filled chock full with soap."

Lever Bros. Head Sues For Libel

Suit has been entered by Francis D'Arcy Cooper, chairman of the board of directors of Lever Brothers, Ltd., against William M. Kneale, of Liverpool, charging malicious and defamatory libel, according to the *British Soap Manufacturer*. The suit grew out of the activities of Kneale in connection with his expressed desire to become manager of the affairs of the company which Mr. Cooper heads. In printed booklets, handbills, and pamphlets and in public utterances Kneale has attacked the manner in which Lever Brothers, Ltd., has been operated, charging those responsible for its conduct with "squandering millions of pounds on anything the directors had a will for" and stating that "for years, the company's shareholders had been disgracefully misled by a tissue of lies, deceit and, as it appears, by a false balance sheet which did not represent the correct position." The attorney for the defendant refused to allow his client to make any sort of statement, suggesting that he would be fully prepared to meet the case when it came to trial.

Toilet Goods Production Increases

A preliminary report on the 1925 Census, recently issued by the Department of Commerce, indicates that toilet preparations, produced in 1925, were valued at about 19% more than in 1923, the preceding census year. The figures were \$141,488,000 for 1925, as compared with \$119,237,000 for 1923. The largest item in the list was for creams and rouges, their value being given as \$34,178,000. Dentifrices came next with a value of 25 million dollars with talcum powders, and perfumes and toilet waters valued at close to \$20,000,000.

Reduced duties on soap making materials, imported into Guatemala, put into effect about a year ago, have been approved by the Guatemala Legislature and will be continued in effect. Increased duties on soaps, in effect at the same time, have been suspended, with one exception, the duties levied prior to Oct. 15, 1925, being again in force. The single exception is in the case of medicinal soaps, prepared by special formulae, on which increases of from one to two pesos per kilo have been made.

Caustic soda freight rates, from Niagara Falls to Newark, have been reduced to 12.5 cents, a reduction of 6 cents per hundred-weight. The new rate applies to carloads of material, either in drums, barrels or tank cars.



A Synthetic Oil of Bergamot

Duplicating the True Fragrance of the Natural

We earnestly invite the attention of Soap Manufacturers to this synthetic Oil of Bergamot which we are offering in place of the natural product at a great saving in price.

This synthetic oil is an exact duplicate of the Natural in Fragrance and is as high in Lemonine and Ester content. The superior quality of this oil lends it a purity and range of applicability which the discriminating buyer will readily recognize upon examination.

In view of the prevailing high price of Natural Bergamot, this Synthetic product deserves your attention. We should like to send you a sample for comparison.

Pfaltz & Bauer, Inc.
300 PEARL STREET · NEW YORK

CHICAGO BRANCH
217 E. Illinois Street

SAN FRANCISCO BRANCH
440 Sansome Street

LOS ANGELES BRANCH
683 Antonia Street

Begin Castile Soap Testimony

Taking testimony before the Federal Trade Commission in the castile soap misbranding case against James S. Kirk & Co., Chicago, began in Washington on Oct. 5. The case was opened Monday, Oct. 4, but the first day was given over to legal preliminaries. F. T. C. Examiner Edward M. Averill took the testimony, with E. E. Riordan introducing it as counsel for the Commission. Henry Ward Beer and Donald McPherson acted as counsel for the soap company. The hearings in Washington are the beginning of a number which have been and will be held in various cities of the country as follows: Washington, Oct. 4 to 8; New York, Oct. 11; Providence, R. I., Oct. 12; Boston, Oct. 13; Framingham, Mass., Oct. 14; Portland, Me., Oct. 21 to 26; Boston, Oct. 27 to 31.

To illustrate the type of witnesses which the Commission is using, on Oct. 5, Mrs. Blanche Haines, director of the Child Hygiene Section of the Children's Bureau of the U. S. Department of Labor, was put on the stand and told of the reputation and use of castile soap in maternity and infancy cases, as recommended by the government and various state health departments in pamphlets and otherwise. She declared that she had always understood the term castile soap to mean a pure olive oil soap, regardless of kind or brand. On cross-examination by Mr. McPherson, Mrs. Haines stated that she was not a chemist and had not made any analyses of either domestic or foreign castile soaps, but that her belief that it should be a pure olive oil soap was based on her education, medical and otherwise. And she believed that the general public belief was the same, and that the branding and marking of the soap was usually relied upon.

Anna T. McNulty, in charge of the distribution of the children's bureau publications, testified about the free distribution of some 3,000,000 copies of the bureau's pamphlets or bulletins referred to by Mrs. Haines. John A. Kelly, chief of the stock section of the office of public documents of the Government Printing Office, testified that over 700,000 of those three bulletins had been distributed direct from his office and paid for. Mr. McPherson brought out by cross-examination of these two witnesses that most of the distribution had been in bulk rather than in single copies.

Examiner Averill stated that on October 14, Mr. Riordan will present about sixty witnesses for the commission during sessions at Framingham, Mass., in the board of trade rooms

(Continued on Page 57)

Plan Soap and Glycerin Publicity

A meeting of representatives of prominent soapmakers was held in Chicago on Sept. 30 as the first step in the formation of a committee of the Glycerine Producers Association of America to conduct a campaign of advertising and publicity on soap and glycerin to the general public. The present methods used by the paint and varnish manufacturers, florists, copper and brass producers, and other industries for co-operative industry publicity were reported discussed and tentative plans were laid for a similar campaign to be carried on by the soapmakers. The first piece of publicity appeared in *The Saturday Evening Post* of Oct. 9. Reports that the group intends to go further toward the formation of a general soap trade association were denied, and it is believed that matters of trade practice, tariff, etc., now taken care of by the Soap Section of the American Specialty Manufacturers Assn. and the Bureau of Raw Materials for the American Oils and Fats Industries, will be handled as in the past. At the meeting Sidney Colgate of Colgate & Co. presided.

Start Glycerin Anti-Freeze Campaign

In their market report of Oct. 2 on glycerin, Parsons & Petit, New York, mentioned the recent meeting of twenty leading soapmakers in Chicago, and said: "Dynamite: The week has been quiet, buyers showing but little interest. Quotations for October and November are 27c and in most cases, sellers are firm at that figure. The producers of both Crude and Refined are understood to be in convention in Chicago this week, in connection with the anti-freeze campaign, the advertising part of which, is expected to start next week. The Government figures for July have just been received and give the imports as 4,000,000 lbs., of which 2,900,000 lbs. were Crude and 1,100,000 Refined. Crude: Trading has been light and quotations are unchanged. Saponification is nominally 19¼c to 19½c, basis of 88%, loose, and Lye, 17½c, basis of 80%, loose. Chemically Pure: There is no change to report; 30c, in bulk, is being maintained."

Soap Section Meets in Providence

A meeting of the Soap Section of the American Specialty Manufacturers' Association was held in Providence, R. I., on Tuesday, Oct. 5. Sidney Colgate of Colgate & Co., chairman of the Section, presided at the meeting.

Wrisley Soap Factory Burns

The soap factory of the Allen B. Wrisley Co., Chicago, was practically destroyed by fire late last month. Reports indicate that the damage will amount close to \$300,000. Exploding soap making materials made the fire extremely hard to fight, the building being gutted before the blaze was brought under control.

Soap Exports For July

United States exports of toilet soaps totaled 1,047,631 pounds, valued at \$324,918, in July. Laundry soap shipments reached 5,454,575 pounds, with a value of \$403,906, in the same month. Miscellaneous soaps, to the extent of 787,298 and valued at \$86,698, were exported in July. Cuba bought the largest amount of toilet soap, shipments to that country totaling 237,889 pounds, with the Philippines second, taking 202,913 pounds. Next in importance, as consumers of American made toilet soaps, were British India, the United Kingdom, China, Canada and Dominican Republic, shipments to those countries ranging between fifty and ninety thousand pounds. Almost a million and a half pounds of the laundry soap went to Mexico. The Haitian Republic bought over 800,000 pounds, Canada took 740,000 pounds, Cuba 640,000 pounds and the Philippines close to 600,000 pounds. Cuba bought most of the miscellaneous soaps, importing 254,240 pounds from this country. Shipments to Mexico aggregated 107,000 pounds, Canada bought almost 90,000 pounds and the United Kingdom took 41,000 pounds. Toilet soap was the only separate classification covering exports to Alaska, Hawaii and Porto Rico, 58,000 pounds having been sent to the latter country. Porto Rico was also a large buyer of miscellaneous soaps, including laundry soaps, spending \$108,748 for 1,809,406 pounds of these goods.

Commodity rates on soap, soap powders, washing preparations and similar products in the Illinois classification territory and between several places in the Western Trunk Line district will not be canceled, railroad tariff schedules which were to effect cancellation having been suspended until Dec. 30, by the Interstate Commerce Commission.

Specific duties on chemicals imported into France have been increased thirty per cent over existing rates, according to a Department of Commerce report, recently issued. This does not affect commodities assessed at ad valorem rates.

Look For Steady Lavender Prices

Lower prices for shipment lavender oil, according to Ungerer & Co., New York, is proof that speculation for the rise will be unsuccessful. They say in part: "With the large carry-over from last year and the oil from the 1926 crop, supplies are ample to take care of existing demand. Ungerer & Company look for no substantial decline from present price levels at least not for high grade oil, but it should be a source of great satisfaction to consumers that the speculation for high prices has met with a decided check. From now until the next crop, the price of lavender oil is likely to be governed largely by the course of French exchange which is holding steady with a rising tendency."

Francis E. Dodge Dies at 85

Francis E. Dodge, honorary president of Dodge & Olcott Co., New York, essential oil importers and manufacturers, died at his home at Rumson, N. J., September 27, at the age of eighty-five years.

In 1856 Mr. Dodge entered the business, with which he has so long been associated, as an office boy. The firm, founded in 1798 as Robert Bach & Co., was then known as Dodge & Colvill. He worked at practically everything in the business and in 1870 was taken in as a partner, the firm being then known as Dodge & Olcott. Mr. Dodge was elected first vice president of the company in 1905, retaining that position until 1918, when poor health forced his retirement from active participation in the company's affairs.

He is survived by two sons, Francis T. Dodge, president of Dodge & Olcott Co. and Philip Dodge and by one daughter.

Pilchard oil is now being manufactured in fifteen plants where a year ago only three of these fish reduction factories were in operation. This comparatively new industry has made great advances in the past year, according to a report from the American Trade Commissioner, at Ottawa, Canada. Whaling plants have been turned into pilchard reduction works, storage tanks with a capacity of 200,000 gallons have been installed by the Vancouver Harbor Board and firms engaged in other lines of business are remodeling their plants to enter the field. An initial shipment of 120 tons of pilchard oil has been made to Rotterdam.

Tooth paste exports reached 330,919 pounds, valued at \$312,012, in July. Exports of other dentifrices amounted to 27,602 pounds, sold for \$24,434.

Chain Drug Stores in Japan

It is reported that Hajime Hoshi, president of the Hoshi Pharmaceutical Co., Tokyo, intends establishing a chain of 7,000 drug stores in Japan, about 5,000 of which will be placed in rural sections of the country. The stores will be uniform architecturally and will carry about 3,000 different kinds of stock articles. A school for salesmen is being maintained, close to 5,000 men having already taken its course.

July Exports and Imports

Exports of products used in soap and disinfectant manufacture totaled as follows, in July:

Caustic Soda	8,307,328 lbs.	\$264,026
Soda Ash	3,144,585 "	67,022
Sodium Bicarbonate	1,355,999 "	28,950
Peppermint Oil	2,552 "	36,325
Sodium Silicate	4,194,119 "	30,778

Imports of soap and disinfectant raw materials were as follows, in the same month:

Oil Bergamot	3,868 lbs.	\$24,896
Oil Citronella	133,424 "	93,597
Insect Flowers	652,350 "	81,299
Caustic Potash	1,000,087 "	60,816

Chemical Machinery Makers Meet

The Association of Chemical Equipment Manufacturers, an organization of chemical and chemical process machinery makers, held its fourth annual convention in New York early last month. About thirty-five companies were represented at the meeting. Among the papers read was one by H. B. Caldwell, of the Swenson Evaporator Co., Harvey, Ill., on "The New Swenson High Speed Evaporator" and another by Mr. Clark, of the T. Shriver Co., Harrison, N. J., on "Filters and Filtration Equipment". F. B. Sadtler, general manager of the Swenson Evaporator Co., was elected one of the vice-presidents of the organization. A. E. Marshall, Corning Glass Works, Baltimore, is the new president.

Norwegian Whaling in 1925

A recent report from the American Consul, at Oslo, Norway, states that the 1924-25 whaling season was considered exceptionally good, close to 600,000 barrels of oil having been recovered. Thirty-one companies participated in the fishing, several of which were comparatively new in the business. A record in whale boat construction was made when 48 new whaling boats were pressed into service. It took 3,000 men at sea and close to 1,000 in Norway to produce this amount of whale oil.

Wrisley Using Armour Plant

Armour & Co., Chicago, have leased a portion of their plant to Allen B. Wrisley Co. for temporary use following the destruction of the Wrisley plant by fire on Sept. 27. The Wrisley company has sent out the following notice under "Doing Business As Usual": "Our patrons, who are also our good friends, will be glad, we are sure, to hear that the recent fire, which destroyed our plant, caused only a few days interruption in our production facilities.

"We are fortunate in having been able to make immediate arrangements with Armour & Co., whose Soap Works are near by, to lease space and equipment to continue the manufacture of all Soaps with our own organization.

"Our laboratories for Perfumes and Toilet Preparations are in operation in our fully equipped new quarters, with adequate facilities for all our Holiday and standard lines.

"We are in operation again and in position to serve you with the same attention and consideration for the highest possible standard which it has always been our desire and policy to maintain.

"Thanking you for the business with which you have favored us and assuring you always of our best and earnest attention, we are,

"Cordially yours,

"ALLEN B. WRISLEY CO.

"529-539 South Franklin St. Phone: State 0466."

Commission Cites Depilatory Maker

Siewin Co., New York, manufacturers of Siewin Hair Remover and Kilrute Lotion, have been cited by the Federal Trade Commission for unfair competition, and a cease and desist order has been issued against them for use in advertising of the claims that their products will kill hair roots and prevent the growth of hair upon the body. The Commission in its order states that these products are ordinary depilatories and will not do all the things claimed for them by the manufacturer.

Swenson Buys Manufacturing Rights

Swenson Evaporator Co., Harvey, Ill., has bought the right to manufacture and sell machinery formerly made by the Glamorgan Pipe & Foundry Co. This includes centrifugal pumps, dryers, vacuum pumps, caustic pots, rotary vacuum filters and special calcining furnaces.



SAPOFIXIN

We invite you to try our Sapofixins
in your Soaps as reinforcers.

Sapofixin Eau de Cologne

Sapofixin Hyacinth

Sapofixin Lavender

Sapofixin Lilac

Sapofixin Lily of the Valley

Sapofixin Orange

Sapofixin Pine

Sapofixin Rose

Sapofixin Violet



HEINE & CO.

NEW YORK

TELEPHONE BEEKMAN 1535

52-54 CLIFF STREET

Sole Distributors for HEINE & CO., A. G., Leipzig
in the United States and Canada

PERSONAL and IMPERSONAL

Lever Brothers Co., Colgate & Co., Andrew Jergens Co., Soaps and Perfumes, Ltd., and Ralph C. Corson, Ltd., displayed their soaps at the Canadian National Exhibition, held at Toronto last month.

Medicinal soap, entered at Chicago as "Dr. Cater's Medicinal Soap" and held dutiable at 30 per cent ad valorem, as toilet soap, has been declared dutiable at 15 per cent ad valorem as a soap not otherwise provided for.

C. & B. Products Co., Woodbury, N. J., has been incorporated for \$15,000 to manufacture soap. Francis B. Davis, Woodbury, was one of the incorporators.

A soap factory is to be established at Amoy, China, by Hsi Ching Chen & Co., according to a recent commerce report. Hsi Ching Chen, a graduate from Cornell University, is interested in the venture and it is reported that considerable machinery has already been purchased in this country. The company will also manufacture toilet preparations.

Procter & Gamble Co. made possible the awarding of a cash prize to Dr. Paul Sabatier, professor of chemistry in the University of Toulouse, for his work in the field of pure science, done without monetary consideration. The Procter & Gamble Co. has found Dr. Sabatier's oil hydrogenation discoveries of extremely great value.

Numerous German manufacturers of fatty acids have taken shares in the new Vereinigte Stearinwerke G. m. B.H., with offices in Hamburg.

Albert J. Will, president of the Will & Baumer Candle Co., Syracuse, N. Y., was fatally stricken with heart disease on September 18, while golfing at the Bellevue Country Club, Syracuse. His brother, Anthony Will, met death in the same manner on the same date, four years ago.

George A. Bode, Roessler & Hasslacher Chemical Co., New York, is chairman of the bowling committee of the New York Drug Bowlers, whose season started Oct. 11. Colgate & Co., Roessler & Hasslacher Chemical Co. and Grasselli Chemical Co. are among the firms that have entered teams in the competition.

Clean Well Co., 946 West North Ave., Chicago, has been organized by Henry and Jacob Zinsmeister to manufacture soaps and cleaning preparations. The new concern is capitalized at \$50,000.

There are twenty-two soap and candle manufacturers in New Zealand, according to a recent Commerce Report. The value of their products reached £560,897 in 1925.

Lever Brothers Co., Cambridge, Mass., are erecting a new building on the site of the old Curtis-David plant on their own property for use as a kettle house, and also to permit expansion of their sales department and laboratories. The new building will cost \$50,000. Property across the street from the main Lever plant, recently purchased, will not be developed immediately.

Alsop Engineering Co., New York manufacturers of mixing, pumping, storage and other liquid handling equipment, has announced the addition of Walter Freysted to its sales department.

Francois Goby-Tombarel, of Tombarel Freres, Grasse manufacturers of natural flower products, is visiting his company's American representatives, Orbis Products Trading Co., New York. Mr. Tombarel has been in this country since early last month and has been spending most of his time with C. H. Alker, of Orbis, calling on his firm's American customers. He will return to France early next month.



*"Distinguished for its High
Test and Uniform Quality"*

Soda Ash Caustic Soda Bicarbonate of Soda

Michigan Alkali Company

General Sales Department

21 East 40th St. - - New York City

Chicago Office: 332 South Michigan Ave.

Works: Wyandotte, Mich.

James Vail, Philadelphia Quartz Co., Philadelphia silicate of soda manufacturers, sailed for Europe early this month. He will be abroad for about two months.

D'Arcy Cooper, chairman of the board of directors of Lever Bros., Ltd., has been elected to the same position in MacFisheries, to succeed Sir Herbert Morgan.

Lever Brothers, Ltd., plans regarding the building of a soap factory at Dublin, Ireland, have been given a considerable welcome in the press of that country. One report states that while Lever Brothers control most of the soap plants now operating in Ireland their capacities do not permit sufficient production to supply the home market, attributing the building of the new plant to the protective tariff policy now in effect.

Texas Salt Co., Houston, Texas, is building a new evaporating plant. It will have a daily capacity of about 250 tons.

There are 86 soap factories in the Philippines, 60 of which are located at Manila, according to a recent Department of Commerce report. Most of the plants are run by Chinese and are mainly engaged in the production of laundry soap. Toilet soap has been manufactured intermittently, but has never been particularly successful, according to the report.

The Department of Commerce has transferred Richard J. Flood, Jr., to its New York District office, 734 Custom house, New York, to be in charge of matters relating to chemicals and allied products. Mr. Flood has been with the Department's Chemical Division, at Washington, for the past year.

Rhodia Chemical Co., New York, is now being represented in the Chicago territory by J. E. Wehmer, formerly with Pierre Lemoine & Cie. Saul Davis is now representing Lemoine in the Chicago district.

The characteristics of essential oils produced in Italy, during the 1925-26 season, are made the subject of a report available on application to the Chemical Division of the Department of Commerce. The report carries a detailed analysis of the various oils, made by the Italian Royal Experimental Station at Reggio di Calabria.



New office building now occupied by the Twitchell Process Co., at Ivorydale, Cincinnati. Plant in the background.

E. J. Emerald, manager of Monsanto Chemical Works' San Francisco branch office, spent the last week of September at the home office of the company in St. Louis.

A judgment has been filed by Colgate & Co. for \$110.29 in New York against one Frank Rosenfeld.

YOUR PACKAGE

Is It a Sales Asset?

More and more attention is being given to packaging problems each year by the soap and allied industries. The American soapmaker and his associates are beginning to realize that this is a far more important part of their business than they have appreciated in the past. How many times has your product been thrown for a loss in competition with a beautifully packaged imported product? What are you doing to clothe your goods to give them an even break over the retail counter? Is there any relation between package improvement and sales improvement?

Read the first of a series of articles on packages and packaging in next month's issue of SOAP. A discussion of toilet soap packaging based on the opinions of advertising experts, packaging authorities, and soapmakers. November issue of SOAP! To be followed by discussions of packaging of laundry soaps, chip soaps, cleaning compounds, dentifrices, shaving creams and other products in later issues.—The Editors.

TRI-SODIUM PHOSPHATE

The uniformly high
quality of the General
Chemical Company's
output of Tri-Sodium



Phosphate justifies its
adoption as standard
by discriminating buy-
ers.

GENERAL CHEMICAL COMPANY

40 Rector Street, New York

Baltimore
Buffalo
Chicago

Cleveland
Denver

Cable Address: Lycurgus, N. Y.

Easton
Los Angeles

Philadelphia
Pittsburgh

Providence
San Francisco
St. Louis

The Nichols Chemical Co., Ltd., Montreal

"COLUMBIA BRAND"

Caustic Soda

SOLID — FLAKE
GROUND — LIQUID



Soda Ash

LIGHT —
DENSE

Columbia Chemical Division

Pittsburgh Plate Glass Co., Barberton, Ohio

QUALITY

SERVICE

Address all Communications to

THE ISAAC WINKLER & BRO. CO.

Sole Agents

FIRST NATIONAL BANK BLDG.,
CINCINNATI, OHIO

50 BROAD STREET
NEW YORK

ON PRODUCTS AND PROCESSES

More than 0.8 per cent salt in a soap base makes it unsuited for toilet soaps on account of cracking or scaling, according to J. Davidsohn in the *Chem. Umschau Fette, Oele, W'achse u. Harze*, 33, pg. 89, 1926. He determines the salt in the bar soaps by a modification of Bennett's rapid method. Dissolve 5.85 gr. of soap by boiling in 150 cc. of water, add 25 cc. of 20% solution of crystallized magnesium nitrate, filter and titrate the filtrate with 0.1 N silver nitrate and potassium bichromate. An excess of magnesium nitrate does not interfere. Comparison with known salt contents showed a difference of only 0.05% sodium chloride.

The ethyl ether of ethylene glycol is finding a widening use in the lacquer industry because of its far less offensive odor than some other solvents, and other superior properties. Demands for this use has cut down the available supply of ethylene glycol for the anti-freeze market this year, reports indicate. (See also *Industrial & Engineering Chemistry*, 18, 669, 1926.)

Measurement of the emulsifying power of soap solutions by means of the drop-number is unreliable, according to tests conducted by Simm and reported in the *Jour. Soc. Dyers & Colourists*, 42, 212, 1926. However, it was proved that the drop-number increased with the soap solution concentration to a maximum of 0.5 to 0.8%.

Mothproofing with halogenated naphthalenes is covered by British Patent 253,993, wherein textiles, fabrics, wood, furs, leather, etc., are impregnated with polyhalogenated naphthalene. According to examples:—(1) A textile yarn or fabric is impregnated with, or has sprayed thereon a 5 per cent. solution of trichlor- and/or hexachloronaphthalene in benzol, whereby it is rendered moth-proof. (2) A fabric is immersed in an emulsion obtained by diluting a mixture containing 25 parts monochloronaphthalene, 25 parts trichloronaphthalene, 47 parts water, and 3 parts ammonium oleate. (3) Timber after treatment with zinc

chloride by the known vacuum process, is dried and then impregnated with a solution of trichloronaphthalene in a liquid organic solvent such as creosote. The higher brominated naphthalenes may replace the polychlorinated naphthalenes or mixed bromochloronaphthalenes may be used.

Soap perfumes were discussed in a recent issue of *Deutsch Parfumerie Zeitung*. These two formulae were among those suggested as practicable: (1) 50 grams each of bromstyrol and cananga, 100 grams of benzyl acetate, 200 grams of heliotropin and 500 grams of terpineol; (2) 20 grams each of methyl anthranilate, wallflower, bromstyrol, geraniol and phenylethyl alcohol, 40 grams of linalol, 50 grams each of amyl salicylate and cananga, 100 grams of heliotropin and 500 grams of terpineol.

A modified apparatus for determining the foam value of soaps according to Stiepel's method was described in the *Zeit. deut. Oel, Fett Industrie*, 46, 401, 1926. The apparatus can be made easily from an old separatory funnel and a 100 cc. burette. Measurement of soap volume is more exact because it is made in the apparatus. The determination can be made at any temperature by suspending the apparatus in a water bath.

Decolorizing carbons used in the form of a layer built up in a press lose their activity progressively. Carbon stirred into the oil or liquid before filtering, may be kept active by new or regenerated carbon in each batch, and give a uniform decrease in color not secured with the layer of carbon.

A patent for an anti-freeze solution has been issued to Paul Wagner, Culbertson, Mont., as No. 1,598,464.

Free lauric acid as an insecticide for combating plant parasites has been covered by Patent No. 1,589,866.

The best is none too good
for your products



Associated with
Electro Bleaching Gas Co.,
pioneer manufacturer of
Liquid Chlorine.

Sales Agents for Caustic Soda and Bleach. 19 Cedar Street. New York

CAUSTIC POTASH

(Flaked, Solid or Liquid)

CAUSTIC SODA

(Flaked, solid or liquid)

PARADICHLOROBENZENE

NIAGARA ALKALI COMPANY

9 EAST 41ST STREET, NEW YORK CITY

JOSEPH TURNER & CO.

We have been making SILICATE OF SODA in various grades and various forms, especially adapted to use in the manufacture of soap, so many years that GRASSELLI leadership in quality and service is definitely established throughout the industry.

THE GRASSELLI CHEMICAL CO. CLEVELAND OHIO

Established 1839

Albany	Milwaukee
Birmingham	New Haven
Boston	New Orleans
Charlotte, N.C.	New York
Chicago	Paterson
Cincinnati	Philadelphia
Cleveland	St. Louis
Detroit	St. Paul



GRASSELLI GRADE
A Standard Held High for 87 Years

CONTRACTS AWARDED

Austin Nichols & Co., Inc., have been granted a Government contract for Ivory soap for Miller Field at 11c.

Palm Olive Co. has been awarded contracts by the quartermaster at Aberdeen, Md., for shaving soap at 21.25c, palmolive soap at 6.35c, and white floating soap at 4.8c.

The quartermaster, Chicago, has awarded the following contracts for soap: S. S. Pierce & Co., Boston, soap for Fairfield and Harrison at 7.2c and grit soap for Thomas and Hayes at 7.7c; Procter & Gamble Distributing Co., Chicago, laundry soap for Erie, Harrison, Snelling, Rock Island, Savanna, Sheridan, and Hayes at 5.37c; Windsor Soap Co., Inc., Washington, white floating soap for Sheridan at 3.4c, for Wayne at 3.35c, washing powder for Harrison and Rock Island at 3.8c lb., for Wayne at 2c per $\frac{1}{2}$ lb., and 11c per 3 lb.; and Be Vier & Co., Inc., New York, shaving soap for Sheridan at 22c.

Procter & Gamble Distributing Co., Chicago, has been awarded Government contracts for laundry soap at 5.39c.

The Saxonite Products Co. has been awarded a Government contract for grit soap at 4.75c.

Armour & Co., have been granted a Government contract for issue soap at 6.5c.

Gaelin Bros. Mercantile Co. has been granted a Government contract for scouring soap at 8 $\frac{1}{2}$ c.

Procter & Gamble Distributing Co. has been granted a Government contract to supply Fort Monroe with issue soap at \$3.23 and white floating soap at 10.34 under circular 6 for the Fort.

I. T. Lyons & Co. has been awarded a Government contract for flyosan insecticide at \$12.50 under New Orleans circular 24.

Production of refined cottonseed oil between August 1, 1925 and June 30, 1926 amounted to 1,346,000,000 pounds, as against 1,247,000,000 pounds during the corresponding period of the previous season. Stocks of cottonseed oil on hand, June 1, 1926, totalled 191,741,402 pounds, a somewhat smaller amount than the 265,726,000 pounds of a year ago.

Essential oils are wanted in Germany, either for direct purchase or agency, according to a recent Department of Commerce report. Central Germany is particularly interested and the Department has numerous trade opportunities on file. In 1924 Germany spent a little over four million dollars for essential oils.

Rosin exports reached 107,579 barrels, in August, as compared with 123,540 barrels for the same month a year ago. Shipments for the first eight months of this year total 732,464 barrels, as against 844,181 barrels during the same period in 1925. August shipments were valued at \$2,610,924, with goods exported in the same month last year at \$2,032,223.

A Brazilian copra firm, at present selling its product locally, wants to make connections with American importers and has so advised the Department of Commerce. The company known as E. Porto & Irmao and located at Aracaju, Sergipe, Brazil, is prepared to ship copra in bags of seventy kilos each, shipment to be made either from Bahia or Pernambuco, since ocean going vessels to do not touch Aracaju.

Norway reports a total yield of 481,141 barrels of whale oil for 1926, which constitutes a record in production of this oil. This amount surpasses last year's yield by 63,591 barrels.

RECORD OF TRADE-MARKS

The following trademarks were published in the September issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of Feb. 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, a fee of ten dollars must accompany each notice of opposition.

Trade-Marks Filed

Ratinin—This in solid letters describing a vermin exterminator. Filed Feb. 21, 1925. Claims use since 1907. Filed by Bacteriological Laboratorium, Berlin, Germany.

Q-Tol—This in solid letters describing a shaving cream and shaving soap in the form of soap paste. Filed by Lever Bros. Co., Cambridge, Mass., June 19, 1925. Claims use since Mar. 3, 1925.

Chemo-Clean—This in solid letters describing a cleaning and polishing material. Filed by National Oil & Chemical Co., Philadelphia, Aug. 12, 1925. Claims use since July 14, 1925.

Whiz—This in fancy open letters against a background of lines describing insecticides, disinfectants, cleaning compounds and anti-freeze compounds. Filed by the R. M. Hollingshead Co., Camden, N. J., Apr. 10, 1926. Claims use since about April 1, 1920.

Clorizol—This in solid gothic letters describing deodorants and disinfectants. Filed by U. S. Sanitary Specialties Corp., Chicago, Apr. 19, 1926. Claims use since Dec. 31, 1920.

Perfumigator—This in solid letters, set closely together, describing a deodorizing material. Filed by the U. S. Sanitary Specialties Corp., Chicago, Apr. 19, 1926. Claims use since Jan. 7, 1924.

Silver Dip—This in solid hand drawn letters against an irregular circular background of horizontal lines, describing a liquid polish. Filed by Silver Dip Polish Co., Oklahoma City, Okla., May 24, 1926. Claims use since Apr. 5, 1926.

Tour du Monde—This in solid gothic letters in two lines describing soaps. Filed by Parfumerie Forest, Paris, France, July 14, 1926. Claims use since May 18, 1926.

Reco—This in solid hand written letters describing soaps. Filed by Roma Extract Co., July 20, 1926. Claims use since July 10, 1926.

Stay Kleen—This in solid letters describing soap. Filed by Hildebrand Mfg. Co., Atlanta, Ga., Aug. 6, 1926. Claims use since Mar. 1, 1925.

Ima—This in solid letters describing soap, hand soap and cleaning preparations. Filed by Ima Products Corp., Los Angeles, Mar. 18, 1925. Claims use since Nov. 1923.

Shadow Cleaner—This in hand drawn solid letters, against a white space on an otherwise dingy wall, describing a cleaning compound for all painted surfaces. Filed by Shadow Cleaner Co., Detroit, Mich., Dec. 1, 1925. Claims use since Nov. 2, 1925.

Flit—This word on a can strapped to a uniformed individual's back, a sprayer being held over the shoulder like a gun, describing insecticides, disinfectants and cleansing preparations. Filed by Standard Oil Co. of N. J., Mar. 18, 1926. Claims use since Dec. 17, 1925.

Protecyr—This in solid letters describing tape covered with a moth and vermin exterminator. Filed by Leonard Fish, Chicago, Aug. 23, 1926. Claims use since Aug. 1, 1926.

Pryde—Black letters on lined circular background. Depilatory. Filed by Pryde Pharmacal Co., Hannibal, Mo., June 18, 1924. Claims use since Apr. 5, 1924.

Cesco—Black capital letters resembling stencil. Scouring powder, soap powder, and other soap products. Filed by Central Soap Co., Minnesota Transfer, Minn., July 24, 1924. Claims use since May 1, 1924.

Prosperity—Black letters with horseshoe and the "house of prosperity" above. Soap. Filed by Carman Supply Co., New York, July 14, 1925. Claims use since Mar. 1, 1897.

H. L. Greene—Reproduction of signature. Shampoo. Filed by Greene Laboratories, Allston, Mass., July 18, 1925. Claims use since July 28, 1925.

Tex—In black letters. Chemical cleaning compound for carpets. Filed by Warren K.

Lepper, Gloversville, N. Y., Nov. 27, 1925. Claims use since Apr. 1, 1925.

C P F—In outline shaded letters in center of middle of link of chain with "The Missing Link" on bottom of link. Dry cleaner. Filed by Malone Co., Atlanta, Ga., Dec. 12, 1925. Claims use since May 22, 1924.

Nielco—In black letters with four middle letters lined top and bottom and smaller than first and last letters. Powdered cleaning compound. Filed by Nielco Products Co., Detroit, Mich., Dec. 14, 1925. Claims use since April 15, 1924.

Kasol—In fancy black letters. Germicide. Filed by The Kasol Laboratory, Baltimore, June 17, 1926. Claims use since Jan. 10, 1925.

Terry's Wyndo-klean—In fancy black letters with "instantly cleans and polishes" and 50c below. Liquid for cleaning glass. Filed by Terry Sales & Mfg. Co., Colorado Springs, Col., June 29, 1926. Claims use since April 1, 1923.

Listerine—Black letters. Bath salts. Filed by Lambert Pharmacal Co., St. Louis, Aug. 2, 1926. Claims use since Oct. 5, 1925.

Tetradol—Black letters. Coal-tar medicinal products. Filed by National Aniline & Chemical Co., Aug. 5, 1926. Claims use since March 2, 1926.

Nixol—Black capital letters. Metal polish. Filed by E. W. Bennett & Co., San Francisco, Oct. 28, 1925. Claims use since Oct. 2, 1925.

Santochlor—Black letters. Insecticide,—paradichlorobenzene. Filed by Monsanto Chemical Works, St. Louis, March 26, 1926. Claims use since Nov. 24, 1925.

B F Grease Cutter—Black letters with line cut of man cleaning machine part above and can of product. Powdered material for cleaning machine parts. Filed by Braiterman-Fedder Co., Baltimore, May 25, 1926. Claims use since April 15, 1926.

Speedex—White letters on black background, curved at bottom. Insect exterminators. Filed by Speedex Chemical Co., Lauderdale, Fla., July 2, 1926. Claims use since June 5, 1926.

Klee-Nup—In outline letters on flat Maltese cross in black oval. Cleaning compound. Filed by Klee-Nup Corp., Cleveland, July 7, 1926. Claims use since Jan. 20, 1921.

Bob White—In black letters with quail in background. Shampoo. Filed by Bobwhite Co., Indianapolis, July 6, 1926. Claims use since June 3, 1926.

Ed. Pinaud—In black letters in outlined rectangle with vertical signature crossing through name. For shaving, toilet, and other soaps. Pinaud, Inc., New York, July 9, 1926. Claims use since April 22, 1926.

Fly-Nix—Black letters. Fly and insect exterminator. Filed by United Wholesale Grocery Co., Worcester, Mass., July 26, 1926. Claims use since May, 1926.

Trade-Marks Granted

218,066—Cleaning compound. Gleam Manufacturing Co., Davenport, Iowa. Filed October 14, 1925. Serial No. 221,700. Published May 11, 1926.

218,177—Liquid insect killer. Charles Pullman, doing business as Pullman Company, Philadelphia, Pa. Filed April 13, 1926. Serial No. 230,118. Published July 6, 1926.

218,243—Roach Powder. Kast Antonopolos, doing business as Alpha Disinfecting Company, Pittsburgh, Pa. Filed May 27, 1925. Serial No. 214,940. Published July 6, 1926.

218,390—Insecticide for the destruction of parasitic insects and rodents. Julius Jungmann, New York, N. Y. Filed May 20, 1926. Serial No. 231,933. Published July 6, 1926.

218,440—Automobile polish, furniture polish, spar varnish and white enamel. Elmer A. Ford, doing business as Ford's Auto Polish Company, Westfield, N. J. Filed May 12, 1926. Serial No. 231,475. Published June 22, 1926.

218,451—Liquid preparation for cleaning and polishing purposes for general household work. Chas. C. Carter, Minneapolis, Minn. Filed April 21, 1926. Serial No. 230,476. Published July 13, 1926.

218,563—Chemical fluid having bleaching, disinfecting, sterilizing and deodorant properties. Buffalo Fluid Chemical Co., Buffalo, N. Y. Filed February 10, 1926. Serial No. 227,107. Published July 13, 1926.

218,576—Shampoo. Colgate & Company, Jersey City, N. J. Filed May 24, 1926. Serial No. 232,121. Published July 13, 1926.

217,685—Soaps in liquid, cake, stick, cream, or powder form. New Mix Products, Inc., New York, N. Y. Filed March 3, 1926. Serial No. 228,059.

217,767—Dentifrice. Children's Clinical Laboratory, Hamilton, Ohio. Filed May 6, 1926. Serial No. 231,186. Published June 15, 1926.

COAL TAR DISINFECTANTS

CRESOL COMPOUNDS

CRESYLIC ACID

ALL PRODUCTS TESTED AND GUARANTEED
PROMPT SERVICE ASSURED TO ALL ORDERS



BAIRD & McGUIRE, INC.

HOLBROOK, MASS.

ST. LOUIS, MO.

Warehouse Stocks at

New York City

Kansas City

San Francisco



INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association*. Harry W. Cole, Holbrook, Mass., Secretary.

Activities of the Association

No official bulletins were issued by the Secretary's Office during the past month. Developments requiring the attention of the members of the Association were few.

The Treasurer's Office of the Insecticide and Disinfectant Manufacturers' Association has issued a statement that it will send out annual statements for dues on Dec. 1 this year, prior to the annual convention in New York.

Both Dr. J. K. Haywood, chief of the Insecticide and Fungicide Board, and Dr. G. F. Reddish, bacteriologist of the Board, will be present at the annual convention to be held in New York in December, according to latest unofficial reports from Washington. Dr. Haywood will probably be one of the principal speakers.

Hudson Manufacturing Co., Minneapolis, manufacturers of sprayers, has been elected to associate membership in the Association.

A meeting of the Board of Governors of the Association was held at the Old Colony Club, New York, on Sept. 22. Dr. H. W. Hamilton, first vice-president, presided in the absence of President Fred Hoyt.

Secretary Harry Cole made a flying trip to Washington via New York and Baltimore late in September in the interests of the Association. He attended the meeting of the Board of Governors in New York en route.

The exhibit of products of members of the Association to be held in conjunction with the annual convention in New York in December, is being worked into a finished plan by Evans E. A. Stone of the Standard Oil Co. of N. J.

and H. W. Hamilton of the White Tar Co., the program committee. Complete details may be secured from them.

An invitation has been extended by the Association through Soap to manufacturers of disinfectants, fly sprays, insect powder and other household insecticides, and associated products to attend the open sessions of the annual meeting at the Hotel Astor, New York, Dec. 13, 14, and 15, and take part in the discussions. Plans are being made for the largest gathering of manufacturers in these fields ever held under the auspices of the Association.

Liquid coal tar disinfectants find a fair market in Hong Kong, China, according to a recent consul report. Considerable quantities are sold there by English and Japanese houses, with American firms supplying only limited amounts. The disinfectant is generally imported in 10, 20 and 30 gallon tins and 40 gallon drums, retailing to the consumer, by the gallon, at about \$1.10. It is thought when living conditions at interior cities, which take about half of Hong Kong's disinfectant imports, improve, that this market will be well worth considerable attention.

Numerous sheep branding preparations, on sale in Australia, have been found injurious to wool and the sheep raisers association has asked the Australian agricultural department to analyze all such preparations in the future before permitting them to be placed on the market.

C. Campbell Baird, president of Baird & McGuire, Inc., Holbrook, Mass., is now on a trip through the Pacific Coast States. Mr. Baird has been West for the past month and will return to Holbrook about Nov. 15.

Fred Hoyt Lands Freak Fish

While fishing near St. Catherine's Island, off the Georgia coast, last month, Fred Hoyt, president of the Frederick Disinfectant Co. of Atlanta, and president of the Insecticide & Disinfectant Manufacturers Association, landed a



Fred Hoyt Submits the Proof of His Fish Story

fish, some two feet long, which looked like a cross between a shark and a miniature whale. Dr. W. R. Dancy, host and brother-in-law of Mr. Hoyt, and other experienced fishermen, could not identify the fish, apparently a freak of nature. It was placed on exhibition in an Atlanta store window and later sent to the Smithsonian Institute for identification.



The Boat From Which It Was Caught

On the cruise which Fred Hoyt took with Dr. Dancy, U. H. McLaws, and Robert Hancock, among the islands off the Georgia coast, the party photographed a two-foot snake caught in a spider's web. They also found hundreds of deer and wild horses on the islands. Besides the freak fish which was taken, twelve drum fish were caught, the largest of which weighed 35 pounds. A number of large channel bass were also landed.

July Exports of Polishes

Metal polish exports totaled 223,162 pounds, valued at \$32,950, in July. Shipments of shoe polishes, in the same month, were valued at \$76,558, totaling 247,790 pounds. Exports of all other blackings and polishes reached 214,974 pounds, sold for \$43,129. Japan was by far the largest buyer of metal polishes, taking over 90,000 pounds. Cuba and Canada were large buyers of shoe polishes, with shipments to those countries aggregating about 34,000 and 32,000 pounds respectively. In consumption of miscellaneous polishes and blackings Canada ranked first, importing over 82,000 pounds of American made products.

The use of the term "importers and manufacturers" by firms not actually importing and manufacturing anything, has been under the investigation of the Federal Trade Commission. Following preliminary action by the Commission one firm has agreed to stop falsely advertising itself in this manner. In this particular case the company in question had been advertising its product as manufactured in and imported from Japan, whereas investigation showed that neither was the product imported from Japan nor did the company own or operate any factory in that country.

There is only a very limited market for chemical cleaners, of foreign manufacture, in Japan, says a recent Commerce report. This is due principally to the general style of Japanese dwellings, where there are no wood floors or wood work. Domestic products, although generally of an inferior quality seem to suit the needs of most of the buyers. The report states, however, that the increasing numbers of hotels, restaurants, hospitals, buildings, etc., are making the use of chemical cleaners more of a necessity.

Geraniol is proving a strong lure for the Japanese beetle, according to the Department of Agriculture, which states that dilute solutions of it have attracted beetles from almost half a mile. It has been used successfully to concentrate beetles for killing with stomach poisons and contact poison sprays.

E. & F. King & Co., Boston, recently sent out a replica of a bill dated Oct. 21, 1839, made to Silas Pierce & Co. The bill was of the old firm of E. & F. King, and was for 4 465 lbs. of sal soda, imported, at 3 1/4c per pound. A discount of six per cent was given for cash.

A Comparison of Fly Spray Formulas

Studied With a View to Their Effectiveness,

Cost of Materials, and Types of Odors



FOR manufacturers of fly-sprays, a series of experiments recently carried out by a member of the staff of So. A. P. may have some value for comparative purposes. The experiments were conducted more with an eye to the results as the layman might observe them, rather than with any degree of laboratory exactness. Attention was given chiefly to three things: 1. Effectiveness of the mixtures. 2. Cost of materials. 3. Reaction to the odor, etc. Manufacturers who have built up their formulas through careful research, will find the facts interesting only for comparison. Because of the inexact methods of the tests, they are of little value from the manufacturing angle.

The experiments were conducted in an ordinary small garage, about 10 feet wide, 15 feet deep, and 10 feet high, and in rooms of the home. Other tests were made outdoors and in various other places. The indoor tests approximated the ordinary use to which the average insecticide would be put, and were taken to constitute fair tests. In all the spray products, a strong extract of pyrethrum flowers was used as a basis. Wherever pyrethrum extract is mentioned hereafter, this concentrated extract is indicated.

Various dilutions of the pyrethrum extract were tried. The strongest used was one part of extract to three parts of gasoline-kerosene mixture, making an extract solution of one part in four. The most dilute was one part of extract to seven of kerosene-gasoline, a one-to-eight strength. Apparently, the most satisfactory dilution from the combined consideration of results and cost was one part of extract in six of the finished product. This made a difference of some twenty-five per cent in the cost over the dilute material, but gave better results. As a liquid for dilution of the extract, a fifty-fifty mixture of kerosene and gasoline was used. Ordinary commercial kerosene, however, is quite greasy, and special distillates, where obtainable, would probably not have this fault. By mixing half and half with gasoline, the greasiness is cut down. Special kerosene

for spray purposes is no doubt the best, but this was not available. The use of gasoline may have made the sprays slightly more effective because of its greater volatility.

In most of the formulas, varying amounts of paradichlorobenzene were used, and in some naphthalene was used alone and in combination with the paradichlorobenzene. These gave a characteristic odor to the spray which was not unpleasant, even without the use of other odors. They both apparently tend to make the sprays more effective. The odor of the paradichlorobenzene is also a repellent for flies and mosquitoes. In spraying clothing, the small amount of the para which is left behind upon evaporation of the solvent very probably has the same effect against moths.

Some Formulas Tried Out

One of the first formulas tried out with good results was as follows:

	Amount	Cost
Pyrethrum extract	1 qt.	.56
Gasoline-kerosene	5 qts.	.25
Paradichlorobenzene	8 ozs.	.10
Methyl Salicylate	2 ozs.	.05

This mixture gave a finished product which costs about 65c per gallon, based on the quantity prices of raw materials. Another formula, costing 60c per gallon, was tried out as follows:

	Amount	Cost
Pyrethrum extract	1 qt.	.56
Gasoline-kerosene	5 qts.	.25
Paradichlorobenzene	8 ozs.	.10
Pine Oil	6 ozs.	.03
Citronella Oil	1 oz.	.03

These proportions are almost the same as those used in the first formula as far as insecticidal value is concerned. The only difference is that of odor, and the presence of pine oil which seems to give an added effectiveness.

The materials were sprayed in the usual manner toward the ceiling in a small garage. All sizes of flies from large horse-flies down to the smallest type of house fly were espe-



BIG REASONS Why You Should buy Lowell Sprayers for Next Season

Each reason constitutes a real factor influencing the sale of your product—each is an indispensable element to a 100% satisfactory sprayer purchase. Lowell alone offers them all—


1

FINEST QUALITY—For more than a quarter of a century Lowell Sprayers have been the standard of quality.

2

PERFECT EFFICIENCY—Every sprayer made in our plant whether for our own line or one of our many insecticide customers is *double tested* for efficiency and workmanship.

3

LOWEST PRICES—Highly specialized automatic machinery has cut our manufacturing cost to rock bottom. Huge volume production permits a very small margin of profit per sprayer.

4

ABSOLUTE RELIABILITY IN THE EXECUTION OF SHIPPING ORDERS—Our production is always carefully scheduled so we can make deliveries exactly when stipulated.

5

WELL KNOWN—Lowell Sprayers are advertised to your trade and well known as the finest in sprayers.

DON'T PLACE ORDERS FOR YOUR NEXT SEASON'S REQUIREMENTS UNTIL YOU HAVE LOWELL'S PROPOSITION

LOWELL SPECIALTY CO.
LOWELL, MICHIGAN

cially present for the tests. The temperature of the inside of the garage was slightly above what would ordinarily be found in the average house except on very hot days of summer. A thermometer showed over 80 degrees F. With the first spraying, all the flies increased their flying speed and aimed for the windows. When the garage was apparently well filled with the spray, spraying was stopped. Within fifteen seconds, some of the small flies began to drop on their backs, but continued to kick. It required from four to five minutes for the largest flies to drop. Several minutes later, the larger flies were apparently helpless, but still kicking. Within five minutes, no insects of any kind were flying in the building. The only effect of the spray on the experimenter was a slight stinging of the nose and eyes which passed quickly when the doors were opened. Other insects which started to fly in with the opening of the doors, immediately turned about and came out upon coming in contact with the spray.

Another formula of a slightly different character which seemed to work quite as well was the following:

	Amount	Cost
Pyrethrum extract	1 qt.	.56
Gasoline-kerosene	5 qts.	.25
Paradichlorobenzene	3 ozs.	.04
Naphthalene	3 ozs.	.01
Safrol	2 ozs.	.04

The cost of this formula figured on a plant basis is also 60c per gallon. Another formula with the same cost was also made as follows:

	Amount	Cost
Pyrethrum extract	1 qt.	.56
Gasoline-kerosene	5 qts.	.25
Paradichlorobenzene	4 ozs.	.05
Cedarwood Oil	3 ozs.	.04
Pine Oil	3 ozs.	.02
Methyl Salicylate	2 ozs.	.05

A cheaper formula was tried out with a calculated cost of 48c per gallon. The following ingredients and proportions were used:

	Amount	Cost
Pyrethrum extract	1 qt.	.56
Gasoline-kerosene	7 qts.	.35
Sassafras, Artif.	2 ozs.	.04

This formula was the maximum dilution of pyrethrum extract used and in its finished form represented about a half-pound of insect flowers to the gallon. It was found to be not as effective as other formulas used. It did kill the insects, but it took considerably longer to do the work than the more concentrated sprays.

In addition to their insecticidal value, it is

interesting to note that those sprays which contained paradichlorobenzene, methyl salicylate and pine oil, displayed a more or less pronounced deodorizing effect.

Against Crawling Insects

Against flies, the spraying insecticides were found effective throughout. The time taken for the flies to drop and die varied, but the sprays did the work. Against mosquitoes, their action was almost instantaneous. Against flying clothes moths, the same was practically true. Against crawling insects, such as ants, water-bugs, roaches, silver-fish, and one or two others, sprayed directly from a distance of three or four feet, the results were not as good as might have been expected. This may have been due to the manner in which the experiments were conducted. To this, must be said, however, that they were carried out as a layman might do the job, and the results were recorded as in the mind of a lay user of a spray.

Against a large colony of black ants, averaging a quarter to three-eighths inch long, a one-in-six spray had little effect when applied direct from a distance of two or three feet continuously for about three minutes. It caused great excitement and activity, but none of them were apparently rendered helpless during this time. An hour later, they still inhabited the same spot and were evidently not suffering great discomfort. Dry insect powder, applied later, soon dispersed the colony and left a considerable number of dead behind. Against a colony of smaller red ants, the spray killed a number, but left the great body of the colony still able to move about rapidly. Insect powder was effective here also.

Against an infestation of water-bugs in a closed wash-closet, a prolonged spraying in cracks and crevices, and leaving the closet, —about 4 feet by 4 feet by 9 feet,—closed for an hour or so, did not appreciably reduce the number present as near as could be noted from later observations. Insect powder and a proprietary powder apparently gave better results here as nearly as could be observed. Of course, this was strictly a hit-or-miss test, but it is the only test by which the ultimate consumer of any product may judge it. It approximated the actual use of the insecticide.

Odor Is An Important Feature

There are a large number of odors which are now being used successfully and there are so many compound odors which are cheap and effective, that it is only possible to discuss this phase very briefly. So that manufacturers can compare their costs with one or two com-

Trade Mark

HEX

Reg. U. S. Pat. Off.

**TAR ACID OIL****Chilled - Filtered and Pressed - No Sediment**

Makes up a milk white emulsion with a good odor.

No waste—cheapest in the long run

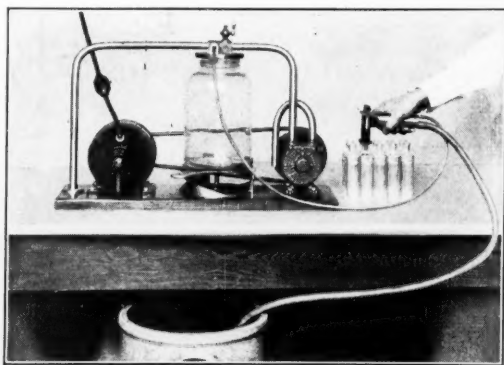
**TAR PRODUCTS CORPORATION**

REFINERS AND MANUFACTURERS

PROVIDENCE, RHODE ISLAND

Office—99 Empire St.

Works—East Providence

LIQUIDS*Automatically***FILLED***Into Bottles or Cans**at a cost of***15 CENTS A DAY****F**ILLING bottles or cans with disinfectants or other liquids by hand is a slow expensive process.You can try this automatic vacuum filling machine *at our risk*.

Send us a filled sample of your container and ask for particulars.

Standard Automatic Vacuum Filling Machines*Manufactured by***PNEUMATIC SCALE CORPORATION**

68 NEWPORT AVENUE

NORFOLK DOWNS, MASS.

pounded odors which were tried out, the following give an idea of the range in prices which might cover the odor mixtures:

	Amount	Cost
Methyl Salicylate	16 ozs.	.38
Citronella Oil	8 ozs.	.22
Lemon Oil	1 oz.	.15
Pine Oil	4 ozs.	.02

This combination costs roughly some 42c lb. When mixed at first, a slight amount of moisture in the pine oil caused turbidity, but this later cleared up on standing. A far cheaper mixture, costing 21c per lb., made up, was as follows:

	Amount	Cost
Cedarwood Oil	16 ozs.	.20
Safrol	4 ozs.	.08
Pine Oil	8 ozs.	.04
Citronella Oil	4 ozs.	.11

These are just two picked at random from a thousand and one possibilities. There is always the chance to work in a small amount of spike lavender, lemon, benzaldehyde, or some other of the medium cost oils or aromatic chemicals if the cost of the finished spray will stand it. Most of the sprays on the market to-day are apparently made up with a single product odor or a very simple combination. There is room for improvement in introducing a note of flowery or "freshness" type by the use of small amounts of things like lemon oil or spike lavender. In one case, just a faint trace of coumarin was introduced in a spray. It was hardly discernible as the material was sprayed, but an hour or so later, there was a pronounced odor still present of which coumarin was a very appreciable portion. With cost a big factor in the odor content of most sprays, it appears that ready-made compound odors or a single cheap oil or synthetic is the most practicable. Of course, as in anything else, the higher the cost, the better the odor whether it is purchased or made up in the plant. The quantities used depend on the desired odor-strength of the finished material.

Some manufacturers may take exception to points brought out here, and carefully controlled experiments in their plants may tend to disprove them. However, the results have been tabulated solely for this very type of comparison. The experiments were far from being a complete study of fly-spray manufacture, but were intended rather as a study of consumer reactions to the various products.

Monsanto Chemical Works, St. Louis, has appointed J. A. Beringhaus manager of the heavy acid and intermediate sales.

Wider Use of Derris as Insecticide

Increased attention has been given to the cultivation of derris root in British Malaya within the past few years. This product, commonly known as derris or tuba root, is locally termed "rimba" and "tuba merah." Just exactly what "rimba" and "tuba merah" mean botanically is uncertain; but the terms are recognized in the local markets as indicating a difference in the toxic contents of the varieties, says the Chemical Division of the Department of Commerce. Derris or tuba is the essential properties in several proprietary insecticides. The properties of this root are coming into greater demand. The most popular commercial need is probably in cattle dips and fruit sprays. The Malay natives employ it as a poison for fish and animals. The Malay Archipelago is considered as a factor in the world's supply of derris (tuba root). Borneo probably supplying the greatest amount. At the beginning of 1925 there were 500 acres under this form of cultivation in the four Federated Malay States, 600 acres in the State of Johore, an independent State at the southern end of the Malay Peninsula; and probably a larger acreage in Borneo and other territories.

There is considerable fluctuation in the local market of the price of tuba root. The estate owners will, as far as possible, demand a price near one shilling per pound, 24 cents United States currency, for the cultivated product, whereas buyers in Singapore are in a position to purchase considerable quantities from the native collectors and small cultivators at from 5 to 6 pence per pound (10 to 12 cents United States currency). The ruling price is usually dependent upon the immediate supply of the two sources. The two principal difficulties experienced by the local shippers in marketing tuba root are the lack of knowledge as to its toxic value and the excessive bulk, causing high freight charges. Attempts have been made to extract the toxic properties before shipping, but they have not proved satisfactory. Chopping up the root reduces its bulk to some extent, but grinding the root, then pressing it into bales, is probably the most common method. This method is followed by two factories in Malaya. Great Britain is probably Malaya's chief purchaser of derris root and considerable quantities are now being shipped to Australia, where it is said to be coming into increased demand through the popularity of a certain sheep dip.

INSECT POWCO POWDER
BRAND
REG. U.S. PAT. OFF.
Specialists in
PYRETHRUM
and its Products
JOHN POWELL & CO., INC. 12 WATER ST., NEW YORK

PINE OIL
PURE STEAM DISTILLED
and because of its
purity extensively used
by the majority of
manufacturers of
 Fly Sprays - Disinfectants - Insecticides
GENERAL NAVAL STORES COMPANY INC.,
 NINETY WEST STREET NEW YORK CITY
 STOCKS IN PRINCIPAL CITIES

INSECT POWDER
Granulated Flowers
 in bulk to the trade for repacking or percolating
WRITE FOR SAMPLES AND PRICES
MC CORMICK & Co., INC.
 BALTIMORE, MD.
Spice and Drug Millers - Specialists in Pyrethrum

TH
house
being
report
Amer
espec
to th
tation
straw
petiti
meet.
of an
better
creas
firms
ply to
the l
accre
than
assist
An
impor
1925,
Unit
ports
which
ern s
the co
eign
ward
in ho
attra
dome
parati
kept t
ent th
develo
Ins
hai in
insect
lon.
bring
locall
tween
fluids
As
China
which
Comm
packa
vertis
using
The
prop
tion o
that l

Disinfectants and Insecticides in the Orient

The potential market for disinfectants and household insecticides in Japan and China is being given considerable attention in current reports to the Department of Commerce from American Consuls. Japan is mentioned as an especially logical market for disinfectants, due to the lack of well developed systems of sanitation and to the open style houses, with their straw mat floors. It is reported that the competition of domestic manufacturers is hard to meet, even though their products are generally of an inferior grade, but it is pointed out that better quality goods are finding a steadily increasing market. The report suggests that firms interested in investigating this market apply to the Commercial Intelligence Division, of the Department of Commerce, for names of accredited Japanese importing houses, rather than attempt entering the market without local assistance.

Another report states that Shanghai, China, imported \$42,000 worth of disinfectants in 1925, mostly from Great Britain and the United States, while household insecticide imports were valued at \$40,000, practically all of which came from Japan. The absence of modern sanitary methods in China, as in Japan and the constantly increasing tendency of the foreign population and better class Chinese toward using generous quantities of disinfectants in housecleaning are given as reasons for the attractiveness of this market. The activity of domestic manufacturers coupled with the comparative inactivity of foreign producers has kept the value of imports down, but it is apparent that a market exists and only waits to be developed in the proper manner.

Insect powder is being marketed in Shanghai in one pound tins, at sixty cents, with liquid insecticides ranging from \$2.65 to \$3.80 a gallon. Trade marked imported disinfectants are bringing from one dollar to \$1.50 a gallon, locally packed foreign products are selling between ninety cents and \$1.10, with domestic fluids retailing from 55 to 65 cents.

As in Japan, the usual method of selling, in China, is through importing houses, names of which may be obtained from the Department of Commerce. Trade marked goods, distinctively packaged, are reported the best sellers and advertising through the colloquial papers and by using illustrated posters is recommended.

The State of Alagoas, Brazil, recently appropriated \$17,000 to assist in the extermination of ants, which do considerable damage in that locality.

U. S. Fly Sprays Find Favor Abroad

Reports emanating from American consuls, in European countries, indicate that American made liquid household insecticides are meeting with considerable success abroad. One report states that the public was rather slow to buy these goods in a large way, at the start, preferring domestic products, but that the quality and effectiveness of material exported from this country soon broke down this barrier. One large dealer has stated that he will import household insecticides in barrels next year, instead of bringing them in in smaller packages.

The exports of sandalwood oil from India for the last three fiscal years ending March 31, 1923, 1924, and 1925, were 127,494 pounds; 152,805 and 188,848 pounds, respectively. The Mysore Government factories produce practically all of the oil in India. Bombay seems to be the principal port of shipment and the United Kingdom appears from customs returns to be the chief importer, although it is possible that large quantities are re-exported from the United Kingdom to the Continent and the United States. It is interesting to note that shipments of sandalwood from India to the United States has been steadily increasing. Shipments during the fiscal years ending March 31, 1923, 1924, and 1925, were 103 tons, 220 tons, and 395 tons respectively.

The J. B. Ford Co., Wyandotte, Mich., manufacturer of cleaning materials, is now occupying new factory and office buildings, recently completed. The new building is 285 feet wide and 370 long, reaching a height of 84 feet. It provides storage capacity for 154 tons of the company's products. The growth of the business of this firm can be easily illustrated by the fact that, thirty years ago, when the business was established, loading space for three freight cars was provided where today twenty cars can be accommodated at the same time.

The Federal Trade Commission has required a certain manufacturer of "Irish Lace" to stop advertising and merchandising his product as such, since it was being made in China. This is in line with considerable of the Commission's recent activity in such cases.

Washing powders and fluids, exported in July, were valued at \$20,538. The tonnage reached 403,831 pounds.



Hopkins' Concentrated PYRETHRUM EXTRACT

A highly concentrated product of unusual insecticidal power for dilution by the manufacturers of insecticides.

Hopkins' Grow Brand INSECT POWDER

In finely powdered form for dusting purposes, and in granular form for the manufacturer of liquid sprays. Both of these products are made from Analyzed Closed Dalmatian Insect Flowers. We confine ourselves exclusively to this one grade, the best. We sell only in bulk to manufacturers.

J. L. Hopkins & Co.

Mills and Warehouses
477-91 Keap St., Brooklyn, N. Y.

135 William Street

New York City

PARADI

Trade Mark Reg. U. S. Pat. Off. 161837

Paradichlorobenzene

Specially prepared for
Moth Preventatives
and
Deodorizing Blocks

For Immediate Shipment in
200, 100 or 50 Pound Barrels

Write Us For Prices

HOOKER ELECTRO CHEMICAL CO.

Sales Offices
25 PINE STREET
New York City

Works
NIAGARA FALLS
New York

Where SOAP Goes —

SOAP is read by practically every manufacturer of

Textile Soaps
Toilet Soaps
Laundry Soaps
Auto Soaps
Liquid Soaps

Hand Soaps
Disinfectants
Household Insecticides
Cleaning Compounds
Polishes

Shampoos
Tooth Soaps
Shaving Soaps
Deodorants
Scouring Soaps

and allied products in North and South America

Begin Castile Soap Hearing

(From Page 31)

there. Then sessions will be held in Portland, Me., where fifty or sixty more witnesses are to be called. More testimony will be taken in Boston and other New England cities. It will probably be some time before any decision is definitely rendered.

Cannot Take Castile Depositions

The Federal Trade Commission has denied the motion of counsel for Jas. S. Kirk & Co., Chicago, respondents in the castile soap case, to take testimony in foreign countries by oral interrogatories in an effort to disprove charges of the Commission. While denying the motion, the Commission granted leave to the soap company to make application at the close of the Commission's case to take written interrogatories abroad. The Commission stated: "Ordered, That the petition of the respondent for leave to take testimony the depositions of witnesses in foreign countries upon oral interrogatories be and the same is hereby denied, without prejudice to the right of respondent to apply at the conclusion of the Commission's evidence in chief for leave to take the depositions of witnesses in foreign countries upon

written interrogatories any provision in Rule XIII of the Rules of Practice before the Commission as to the time of making such application to contrary notwithstanding."

Cleaners and dyers are finding a new way to good profits in the de-mothing of over-stuffed furniture, according to an article in a recent issue of the *National Cleaner and Dyer*. In some cases the furniture is sprayed with moth preventatives and in a few large establishments fumigating vaults have been installed.

Monsanto Chemical Works, St. Louis, is mailing to the trade vial samples of Santochlor, their paradichlorbenzene. The samples show the various size crystals manufactured by Monsanto. One of these sets will be sent to other interested parties on request.

Two soapmakers from the Belgian Congo, Victor Williamson and Edgar Lawton, have returned to Widnes, Wales, for a short vacation, according to the *Widnes Weekly News*. They operate one of the few successful soap plants in the Congo. Both are former Welsh soapmakers.

Perfumes for

INSECTICIDES and DISINFECTANTS

Our laboratories, after conducting a thorough research with the above products, have finally perfected a series of perfume oils which will not only overcome the heavy and pungent odor of the chemical constituents in these two bodies, but will also impart a fragrant note to the finished material.

The minimum cost of these perfume products enables us to offer them at exceedingly attractive figures.

WANGLER-BUDD COMPANY, Inc.

35 FULTON STREET

NEW YORK

Cable Address:
Julyon, N. Y.

Telephone:
Beekman 3040

Exclusive Agents for the United States and Canada for:

Polak & Schwarz, Ltd.
Zaandam, Holland

Soc. Anon. La Zagara,
Reggio-Calabria, Italy

Representatives of Wangler-Budd Co., Inc.:

Philadelphia
Ira Bennett
547 Drexel Bldg.

Chicago
A. C. Drury & Co.
106 E. Austin Ave.

Special
Wm. A. Susanka

The Thirteenth Annual Convention
of the
**INSECTICIDE & DISINFECTANT
MANUFACTURERS' ASSOCIATION**

*will be held at the Hotel Astor, New York,
on December 13, 14 and 15*



MANUFACTURERS of disinfectants, household insecticides and associated products, who are not members of the ASSOCIATION, as well as manufacturers of raw materials — are cordially invited to attend the convention sessions and to take part in discussions affecting the industries as a whole.

AN EXHIBITION of the products of the active members of the ASSOCIATION will be held in conjunction with the Annual Convention this year for the first time.

MAKE your plans now to be present in New York on Dec. 13, 14 and 15: A cordial welcome will await you!



A consul report indicates that Nicaragua should be a good field for the sale of household insecticides. Although the seasons are fairly well broken into wet and dry periods there are dry and wet days in each, and continuous hot weather is conducive to insect growth.

The use of poor quality burlap in the shipment of insect flowers caused the dismissal of a suit against a steamship company by Allaire, Woodward & Co., who contended that the goods were damaged considerably.

A merger of several box-making concerns has resulted in the formation of the Container Corp. of America, with offices at 111 West Washington St., Chicago. In addition to the companies, now a part of the new firm, it will control the Mid-West Box Co., Chicago, and the Cincinnati Corrugated Box Co., Cincinnati. The company will operate its own box board and strawboard mills and will have plants for the manufacture of all kinds of shipping containers in a dozen cities scattered through the country.

SPOT STOCKS OF

**Sodium
Fluosilicate**

**Sodium
Fluoride**

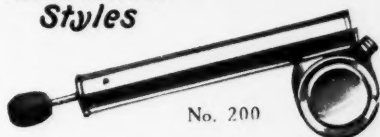
L. & V. Brand

JUNGMANN & CO.
INCORPORATED
5 DESBROSSES ST., NEW YORK

*Direct Importers of and Sole Agents for
L. & V. and other Standard Products*

YOUR PRODUCT May be judged by the Performance of the SPRAYER

*All Practical
Styles*



No. 200



No. 351

Styles made to order.

ACME Sprayers and Atomizers have a long standing reputation for quality and performance. Submit your sprayer problems to the largest and best equipped manufacturer in the business. We offer you experience and facilities that assure highest quality and greatest economy. Every sprayer guaranteed. If our complete line does not contain what you want, special styles will be made to meet the particular needs of your product.

**Write us your requirements
today, and we will gladly
submit samples and prices.**



POTATO IMPLEMENT CO.
Dept. 34

Traverse City, Michigan
WORLD'S LARGEST exclusive manu-
facturers of hand operated sprayers
and planters.

VEGETABLE OILS

Crude Corn Oil

Crude Soya Bean Oil

Yellow Olive Oil

Olive Oil Foots

Palm Oil

Palm Kernel Oil

Cocoanut Oil

Red Oil

Welch, Holme & Clark Company
563 GREENWICH STREET -- NEW YORK CITY

Caustic Potash

CONSOLIDIRTE ALKALIWERKE, WESTEREGELN

90/92% Electrolytic

Fused — Broken — Flakes — Powder

All Caustic Potash manufactured by Consolidirte Alkaliwerke
is guaranteed to contain a minimum of 90% actual KOH

CHLOROPHYLL, Oil and Fat Soluble

Manufactured by Holzverkohlungs Industrie

Stocks carried in New York

Convenient Containers

All Strengths

Prices and Samples on Request

Sole American Agents

THE SUPERFOS COMPANY

535 Pearl Street

New York City

Market Report on TALLOW, GREASES AND OILS

(As of Oct. 8, 1926)

This entire list is much lower than at this time last month. A sharp break in cottonseed oil prices, following bullish crop reports and increased offerings, coupled with weakness in coconut oil carried most of the active items to lower levels. Cottonseed oil is radically lower. Coconut, palm and palm kernel oils have all been reduced. Tallow is selling under last month's closing figures in a rather firm market. Olive oil scored another advance due to acute spot shortage. With the exception of cottonseed and coconut oils spot offerings of oils and fats are light. Buyers are not keenly interested at this time, however, the market having seen little in the way of real activity in the past week.

COCONUT OIL

The sharp break in cottonseed oil prices, coupled with heavy copra arrivals has cut a full cent off the price of coconut oil in the past month. Stocks of oil are large, offerings are being made freely and buyers are not showing any particular interest. Prices are down to 8¼c on the Coast, with spot goods offered at 8¾c inside. Reports from the Chicago market indicate that the same condition exists there.

COTTONSEED OIL

A sharp break in cotton prices, a bearish Government crop report and weakness in some competitive products caused a sharp break in cottonseed oil prices dropping P. S. Y. four points in the period closing. The bearish crop report, published Sept. 16, indicated that the crop would be considerably larger than had been expected and resulted in immediate liquidation of stocks on the part of holders. Spot P. S. Y. went down to 9¼c, closing at 9½c and crude oil, for immediate shipment from the Southeast sold under 8c, closing at this figure. Sales of P. S. Y. for future delivery were made down to 9¼c closing at a range between 9¼c and 9½c according to delivery date. Late in the period the market rallied somewhat, but added offerings nullified the slight advances made.

GREASES

Supplies have increased and offerings are freer. Buyers are not showing any great

amount of interest. These facts, coupled with the general weakness of the oil market account for the reductions made during the period closing. House is named at from 7½c to 77½c a pound, yellow is at the same figures, with white down to 8¼c to 10¾c.

FISH OILS

Cod oil showed the first price change of some months in this group, moving up to 65c a gallon in a market rather short of supplies. Offerings are not heavy and producers are entertaining bullish views, with prospects for a smaller output in evidence this year. The other items remain unchanged and are in routine demand. Menhaden, light pressed, ranges from 65c to 67c and whale is quoted between 78c and 82c as to grade.

OLIVE OIL

The period closing has seen further sharp advances in commercial olive oil. Sales have been made at as high as \$1.60 a gallon. This second advance was due mainly to the extreme scarcity of spot supplies and to the likelihood that this condition will exist for the next three or four weeks. It is reported that two steamers carrying stocks to relieve the shortness in this market were forced to turn back owing to unusually bad weather.

OLIVE OIL FOODS

This item is firm at 9½c for all positions although the market has been generally quiet and not marked by any considerable buying activity. As a matter of fact consumers have not been at all active in the last two weeks, but offerings are limited, particularly offerings for shipment.

PALM OIL

Prices are lower than they were a month ago in sympathy with the easier prices named on competitive products. Niger is off a half cent to 7¾c inside on spot and 7½c on futures. Lagos is down to 8¼c on spot, with shipment goods offered at 8c. Spot stocks are not at all heavy and offerings are limited, but buyers have not shown any particular interest in the past week or ten days.

PALM KERNEL OIL

Spot prices continue high, at 10¼c and very little is being done on this item. Tank car

Vegetable Oils

Coconut Oil
Palm Kernel Oil

Olive Oil
Olive Oil Foots

Tallow
Oleo Oil

Grease
Oleo Stearine

FREY & HORGAN

25 BEAVER STREET - NEW YORK

Telephones
Hanover 5527-28-29

Cable Address
"Freyhorgan"

LIQUID CAUSTIC POTASH

45% KOH Liquor—half the strength of 88-92% Fused

In tank cars and returnable drums—55 and 110 gal.

Saves money, time, temper and labor.

Benzaldehyde

(Artificial Oil of Bitter Almonds)

Tech., U. S. P. IX, F. F. C.
In tin-lined drums,
100 lb. and 40 lb. carboys.

Paradichlorobenzene

(Pure)

For making deodorizing
blocks, moth preventatives,
etc. Barrels, Kegs and Cans.

THE SOLVAY PROCESS COMPANY

Wing and Evans, Inc., Sales Department, 40 Rector Street, New York City

lots, for shipment, are being offered at from 9¼c to 9½c according to position, with shipment packages at 9¾c. Interest is low.

STEARIC ACID

Business is reported fair in some quarters, but indications generally point to a slowing up in interest in this market for the time being. Prices are unchanged from last month's closing, with double pressed goods ranging from 12½c to 13½c as to quantity and triple pressed acid scaling from 14½c to 15½c.

TALLOW

This market was characterized by its firmness in the latter portion of the period closing, following a slump from the high level reached early last month. Prices went down to 8c, recovering to 8½c at the close and strong thereat. It is reported that large buyers have been in the market in the past day or two, with bids for substantial quantities at 8c, thus far having been unable to uncover sellers at this figure.

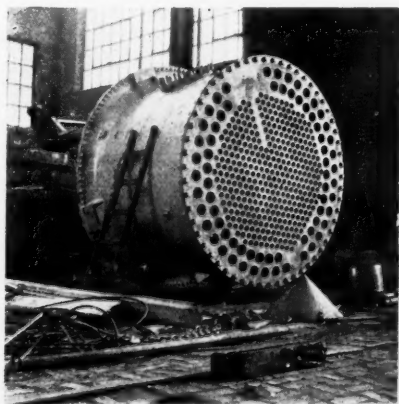
Henry W. King, for the past three years in charge of the vegetable oil business of African & Eastern Trading Co., New York, resigned his position Oct. 15 to become associated with the Niger Co., New York palm oil and cocoa

importers. Robert S. Hebert, for many years with the African Eastern Trading Co. is now managing that company's vegetable oil department.

Copra Easier at Manila

The latest report to the Department of Commerce, from Manila, indicated that copra was somewhat easier owing to unusually heavy arrivals. The report was dated Sept. 17 and stated that all mills were operating and that stocks were readily available. Production is about one-third above the average for the past three years, with arrivals the second week in September 65 per cent above normal. Prices dropped ¼ pesos per picul to 13 pesos. August exports of copra totaled 16,541 kilos, valued at 3,529 pesos. All excepting about 1,200 kilos of this went to the United States. During the same month 3,443 kilos of coconut oil were exported.

Dumping of pumice soaps, toilet preparations, and lavender water by English manufacturers on the American market under the terms of the Anti-Dumping Law, it was claimed, was recently found to be unfounded by the Treasury Department.



The calandria or heating element of the GARRIGUE Evaporator consists of a flanged cast iron ring flared out at one end with seamless copper tubes expanded into heavy copper tube sheets. Expansion of the tubes is taken care of by the flexing of the upper or larger tube sheet. Proper circulation of the liquor through the tubes is obtained by baffling the flow of the steam within the calandria.

The illustration to the left shows a GARRIGUE Calandria containing 1,500 square feet of heating surface.

WILLIAM GARRIGUE & CO., Inc.

9 S. CLINTON ST.

CHICAGO

BUILDERS OF EQUIPMENT FOR

GLYCERINE RECOVERY
FATTY ACID DISTILLATION
OIL HYDROGENATION

GLYCERINE DISTILLATION
SOAP POWDER MANUFACTURE
OIL REFINING

MYSORE GOVERNMENT

East Indian Sandalwood Oil

SOLE DISTRIBUTORS

Essenflour Products, Ltd.

Mysore

S. India

*Distillers of Essential Oils and
Manufacturers of Perfumery Products*

THE Mysore Government distills and sells only one grade of Oil, a strictly pure genuine Sandalwood Oil put up in distinctive cans and cases, labelled and serially numbered. Oil supplied in other styles of containers may be U. S. P., but we can accept no responsibility for its genuineness or its freedom from adulteration. The buyer who specifies Mysore Oil should receive it in original containers and is then absolutely protected. This oil we offer exclusively in labelled containers. Further protection is insured by the smaller label placed over the cap. This label is numbered and a complete record of each case shipped is kept by us.

***For your own protection, insist on
Original Cans and Cases***

PACKED IN 100-LB. CASES—EACH CASE
CONTAINS 4 25-LB. TINS
SUPPLIED THROUGH YOUR JOBBER

COX, ASPDEN & FLETCHER

Sole Agents in U. S. A.

26 CORTLANDT STREET
PHONE—RECTOR 4586

NEW YORK CITY
CABLE ADDRESS—COXASPDEN, N. Y.

Market Report on ESSENTIAL OILS AND AROMATICS

(As of October 8, 1926)

During the past month, there has been an increased volume of essential oil business and in a number of products, higher prices have been registered. Among the price changes of the period, advances were spectacular on several occasions and outnumbered the declines. Some of the more prominent advances included oil bergamot, oil anise, methyl salicylate, oil cedarwood, coumarin. Peppermint is lower. Geranium is firmer.

OIL ANISE

Higher prices developed during the month on better demand and higher shipment prices from China. Technical oil was strong at 68c to 70c lb. while redistilled U. S. P. was named at 72c to 76c lb. as to seller and quantity.

OIL BERGAMOT

Good quality bergamot was scarce in New York at the close of the period. The price staged several advances during the month and closed at \$7.50 lb. inside with most sellers asking \$7.75 and \$8.00 for standard goods. Cables indicate considerable buying abroad for shipment at high prices with consequent strengthening of the market.

OIL CANANGA

Little or nothing can be had on spot and the market is almost bare of stocks with prices nominal at the last figure quoted.

OIL CASSIA

Also higher on the same conditions in China which have forced up anise prices. Spot goods are strongly held at \$2.25 with sellers asking to \$2.35 lb. for U. S. P. oil. Technical oil in small supply and firm.

OIL CITRONELLA

Little change has been noted in citronella. Demand has been outline and prices steady at formerly noted levels, 42c to 45c for Ceylon oil in drums, 65c to 75c lb. for Java in drums.

OIL CLOVES

Pressure on prices in competition and on lower priced raw material, brought an easier position in clove oil at the close. Distillers named \$1.65 lb. for original cans.

OIL GERANIUM

No marked change has occurred in geranium prices since the last report although the under-

lying strength of the market holds spot prices firm. Any broad buying is likely to force the price up. Primary markets higher than spot figures. As to seller, quality, and quantity, Bourbon oil was held at \$2.75 to \$3.00 lb. in drums on spot. African was about at the same levels. Buying is light owing to consumers being fairly well stocked.

OIL LAVENDER

Reports of speculative activity in France to force price up again this year. Crop reported normal with sufficient oil available in primary markets. No particular change in prices has been noted and not a great deal is expected, according to some factors. Spot U. S. P. grade oil \$3.75 ranging upward as to quality. Spike \$1.00 lb. up.

OIL CEDARWOOD

Active demand for oil of cedarwood brought higher prices during the month. Sellers now ask 22c lb. in drums for spot goods. Demand still active.

OIL PEPPERMINT

As expected, the price dropped sharply during the period and closed at \$6.50 lb. for natural oil and \$7.25 for U. S. P. The country showed an inclination to accept the lower prices, apparently as they are faced with a bumper crop of oil this year.

METHYL SALICYLATE

In line with a sharp advance in all salicylates by makers during the month, methyl salicylate went up 10c lb. to 46c to 48c lb. Extremely heavy buying is reported to have forced the advance which was said to have been necessary to correct a price much out of line on the low side.

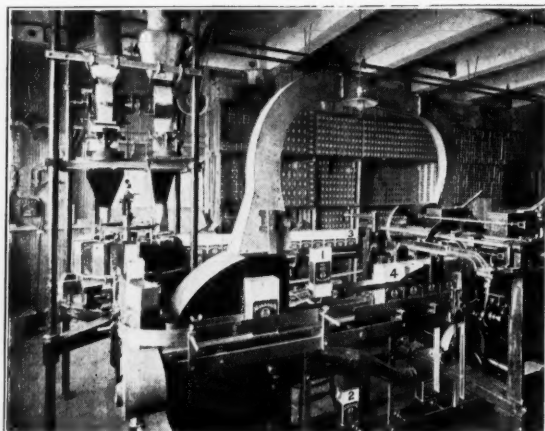
SASSAFRAS

Artificial oil sassafras selling well, although in keen competition, at 25c lb. in drums. Safrol firm and unchanged at 29c to 31c lb. drums works.

COUMARIN

One of the sharpest advances ever recorded in coumarin was made during the period. The price jumped from \$2.50 to \$3.60 lb. inside owing to active demand and a practical removal of the former keen competition between makers by larger demand.

Sealing cartons sift tight -

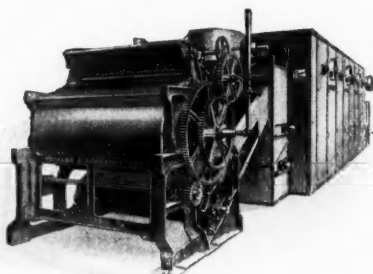


is one thing we can do well — because we've had years of experience. The National machine pictured here closes the bottoms of empty cartons and seals the tops after they have been filled. It has a speed of thirty packages a minute.

NATIONAL PACKAGING MACHINERY CO.

192 Green Street, Jamaica Plain, Boston, Mass.

New dryer for thin chip soap!



Chilling rolls that produce the popular, very thin chip—a dryer that is radically new and improved throughout.

This combination in the new Proctor Chip Soap Dryer offers the opportunity of producing the fastest-selling laundry chip soap, at a new high rate of efficiency and a degree of operating economy never before achieved. The outstanding economies are savings in floor space, steam and power.

The sizes and capacities of the machines being built appeal alike to large and small manufacturers. Write and let us acquaint you with the new features of design and their proven advantages.

PROCTOR & SCHWARTZ, INC.

PHILADELPHIA, P. A.

Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of October 8, 1926)

A generally strong market for industrial chemicals has been noted during the past month. Comparatively few price changes have been recorded with more prominent revisions upward. Cresylic acid was a firm item. Glycerin remained unchanged during the month. Glycerin was quiet with demand slower. Insect powder moved upward sharply during the period and a long weak market. Carbon tetrachloride was advanced by manufacturers. Caustic soda and soda ash shipments were reported large during the period.

ALKALIES

Demand for both caustic and ash was extremely heavy in keeping with full production by leading manufacturers. Reports indicate that shipments of alkalis in this country at present are close to a record and that actual consumption, as indicated by all industrial activities, is the heaviest of all time. Production has expanded, according to reports, but consumption has expanded even more rapidly. Price schedules remain without change.

CRESYLIC ACID

Movement of goods has been active and prices are strong at the higher levels noted last month. Shipment material is scarce and offers for shipment fewer. Market strong at 61c to 66c gal. for pale; 60c to 65c for 95-97 dark.

GLYCERIN

There has been less activity in glycerin during the past month. Buying has been limited as buyers waited for lower prices which failed to materialize as a result of lessened demand. In spite of slower business, sellers have held prices up in anticipation of a renewal of demand for fall and winter requirements. Imports over the past few months have been heavy and reserve stocks are somewhat larger. Prices are unchanged at 27c for dynamite, 30c for C. P., 17½c for 80% lye, and 19¼c to 19½c for 88% saponification. Western markets show a stronger tendency to prices at the close with demand reported moderate.

ROSINS

No material net change in rosin positions was noted at the end of the period. Slight losses of 50c or so per barrel were regained at the close of the month on the position of rosin

stocks in the South which show a marked decrease under last year, according to reports. Sentiment at Savannah is reported bullish. Demand generally through the period was fair with some increase at the close. Prices were B \$14.50; I \$15.50; N \$15.85; WG \$16.75; WW \$17.30.

INSECT POWDER

A sharp advance in prices for insect powder brought quotations at the close up to 24c lb. with some asking 25c. This was in sharp contrast to prices a month ago when a break brought out quotations as low as 18c lb. for powder. Flowers from Japan are up 4c over previous prices and slightly above Dalmatian figures for shipment. Many buyers who failed to cover at the low prices, were reported shut out by the rise.

CAUSTIC POTASH

Demand has remained active at unchanged prices for both imported and domestic solid and for liquid. Sales of liquid by the Semet-Solvay Co. were taken over by the Solvay Process Co. as of Oct. 1.

PARADICHLOROBENZENE

Movement of goods into consumption has been active at unchanged prices, 20c to 22c lb. at works as to quantity and maker. Another maker is now offering crystals for the first time for insecticide use.

CREOSOTE OIL

Govt. contract awarded F. J. Lewis Mfg. Co. for 20,000 gals. at 20.89c gal. Demand has been active in steady market with prices ranging from 14c to 16c gal. Imports of Canadian and other oils during the past three months have been heavy. Tar acid oils 26c to 30c gal. as to grade.

TRISODIUM PHOSPHATE

Demand and shipments of trisodium phosphate have been heavy during the past month. Manufacturers continue to run on full production and are apparently having no difficulty in moving the goods at unchanged prices 4½c to 5c at works.

CARBON TETRACHLORIDE

Active demand with lessened competition brought out a rise of a half cent in the price during the month. Manufacturers now quote firmly at 7c to 8c lb. in drums as to quantity.

THE NEWPORT PRODUCTS

*for
soap
makers*

TETRALIN and HEXALIN

Hydrogenated Coal Tar Bases with
High Boiling Points and
Better Dissolving Properties

for oils, waxes, greases and fats than the sol-
vents commonly used — therefore they are
ideal for incorporation with Soaps and Deter-
gents destined to be used in textile processing.



The Newport Chemical Works, Inc.
Passaic, New Jersey

Branch Offices and Warehouses:

Boston, Mass.

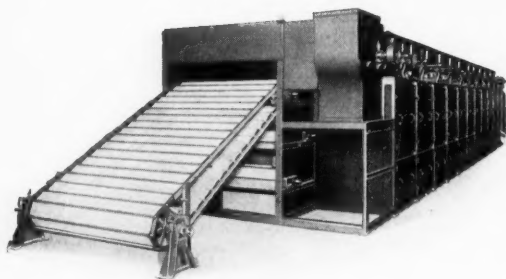
Providence, R. I.

Philadelphia, Pa.

Chicago, Ill.

Greensboro, N. C.

On drying Soap~



NEXT to quality
comes low price
quantity production
in drying chip soap.
Both quality and
quantity results are
obtained by the use
of the Sargent Three
Swing Shelf Con-
veyor or progressive

stage Chip Soap Drying Machines. These machines
may be had with or without Chilling Rolls.

C. G. SARGENT'S SONS CORP.

GRANITEVILLE

MASSACHUSETTS

CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P., drums	lb.	.13	.14
Acid, Boric, bbls.	lb.	.09½	.10
Cresylic, 95% dk., drums	gal.	.60	.65
97.99% pale, drums	gal.	.61	.66
Formic, 85% tech.	lb.	.10½	.11
Oxalic, bbls.	lb.	.11	.13
Salicylic, tech.	lb.	.28	.30
Sulfurous, 6% cbs.	lb.	.06	.07
Adeps Lanae, hydrous, bbls.	lb.	.16	.20
Anhydrous, bbls.	lb.	.19	.22
Alcohol, Ethyl, U. S. P., bbls.	gal.	5.00	5.25
Complete Denat., No. 5, drums ext.	gal.	.34	.40
Ammonia Water, 26 deg., drums wks.	lb.	.04	.06
18 deg. drums wks.	lb.	.03½	.04
Ammonium Carbonate, tech., bbls.	lb.	.11	.14
Bay Rum, Porto Rico, denat., bbls.	gal.	.85	.95
St. Thomas, bbls.	gal.	.85	.90
Benzaldehyde, U. S. P.	lb.	1.20	1.40
Technical	lb.	.68	.72
Bleaching Powder, drums	100 lb.	2.40	3.00
Borax, pd., cryst., bbls., kgs.	lb.	.05½	.06
Carbon Bisulphide, drums	lb.	.06	.07
Carbon Tetrachloride	lb.	.07	.08
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler	ton	20.00	40.00
Cresol, U. S. P., carbys.	lb.	.18	.20
Cresote, U. S. P., carbys.	lb.	.42	.45
Cresote Oil, drums	gal.	.14	.17
Formaldehyde, bbls.	lb.	.10½	.11
Fuizers Earth, bags	ton	25.00	35.00
Glycerin, C. P., drums	lb.	.30	.32
Dynamite, drums	lb.	.27	.28
Saponification, tanks	lb.	.19½	.20
Soap, Lye, tanks	lb.	.17½	.18
Hexalin, drums	gal.	4.75	5.00
Iodine, resubl. jars	lb.	4.65	4.90
Iodoform, bottles	lb.	6.00	6.50
Kieselguhr, bags	ton	65.00	75.00
Lanolin, see Adeps Lanae			
Lead Acetate (Sugar Lead), white	lb.	.15	.16
Lime, live, bbls.	100 lb.	1.10	1.20
Menthol cases	lb.	5.00	5.25
Synthetic	lb.	3.75	4.00
Mercury Bichloride, kegs	120 lb.	1.20	1.30
Naphthalene, ref. flakes, bbls.	lb.	.06½	.08
Nitrobenzene (Myrbane), drums	lb.	.10	.11
Paraffin, cases, slabs	lb.	.07½	.10
Paradichlorobenzene, bbls.	lb.	.20	.22
Paraformaldehyde, cases	lb.	.45	.50
Petrolatum, bbls. (as to color)	lb.	.03	.13
Phenol (Carbolic Acid), drums	lb.	.18	.22
Pine Oil, bbls.	gal.	.69	.72
Potash, Caustic, drums	lb.	.07½	.08
Potassium Bichromate, casks	lb.	.09	.09½
Pumice Stone, powd.	100 lb.	3.00	3.50
Rosins (600 lb. bbls. gross for net)			
Grade B to H, basis 280 lb. bbl.	bbl.	14.50	15.45
Grade K to N	bbl.	15.50	15.85
Grade WG and WW	bbl.	16.75	17.30
Rotten Stone, powd., bbls.	lb.	.02½	.05
Silica, Ref., floated	ton	20.00	30.00
Soda Ash, Contract, wks., bags	100 lb.	1.38	1.50
Five bbls. un. local	100 lb.	2.29	2.50
Soda Caustic, Contract, wks. sid.	100 lb.	3.10	3.30
Five drums up, solid, local	100 lb.	3.76	3.90
Five drums up, grnd. flk.	100 lb.	4.41	4.65
Soda Sal, bbls.	100 lb.	1.30	1.50
Soda, Sesquicarbonate, bbls.	100 lb.	3.00	3.25
Sodium Chloride (Salt)	ton	13.00	20.00
Sodium Fluoride, bbls.	lb.	.09	.10
Sodium Hydrosulphite, bbls.	lb.	.24	.28
Sodium Phosphate, bbls.	lb.	.04½	.05
(Trisodium phosphate)			
Sodium Silicate, 40 deg., drums	100 lb.	.80	1.25
Drums, 60 deg., wks.	100 lb.	1.70	2.00
In tanks, 10c less per hundred works.			
Tar Acid Oils, 15-25%	gal.	.26	.30
Zinc Stearate, bbls.	lb.	.26	.30

Oils—Fats—Greases

Castor, No. 1, bbls.	lb.	.12¾	.13
No. 3, bbls.	lb.	.11¾	.12
Blown, bbls.	lb.	—	.15¾
Coconut, bbls., N. Y.	lb.	.08¾	.09
Tanks, Coast	lb.	—	.08½
Edible, bbls., N. Y.	lb.	—	.11
Cod, Newfoundland, bbls.	gal.	.65	.67
Tanks, N. Y.	gal.	.63	.65
Copra, bags	lb.	—	.05½
Corn, ref., bbls., N. Y.	lb.	—	.13
Crude, tanks mills	lb.	—	.08½
Bbls., N. Y.	lb.	—	.12
Cottonseed, crude, tanks mill.	lb.	.08	.08½
PSY., bbls., N. Y.	lb.	.09½	.09½
Degras, Amer., bbls., N. Y.	lb.	.04¾	.05
English, light, bbls., N. Y.	lb.	.05½	.06
Brown, bbls., N. Y.	lb.	.05	.05½
Light brown, bbls., N. Y.	lb.	.04½	.04¾
Dark, bbls., N. Y.	lb.	.04	.04¾
Neutral, bbls., N. Y.	lb.	.08½	.09
Greases, choice white, bbls., N. Y.	lb.	.08½	.10¼
Yellow	lb.	—	.07¾
Brown	lb.	—	.07
House	lb.	—	.07¾
Bone naphtha	lb.	—	.07¾
Lard, prime steam, tierces	lb.	—	.15¼
Compound, tierces	lb.	.14	.14½
Lard Oil, edible prime	lb.	—	.17
Off prime, bbls.	lb.	—	.14½
Extra, bbls.	lb.	—	.12¼
Extra, No. 1, bbls.	lb.	—	.11½
No. 2, bbls.	lb.	—	.11
Linseed, raw, bbls., spot	lb.	.10¾	.11
Tanks, raw	lb.	—	.10
Boiled, 5 bbl. lots	lb.	—	.12
Menhaden, crude, bbls., works	gal.	—	—
Crude, tanks, Balt.	gal.	.47½	—
Light pressed, bbls.	lb.	—	.65
Yellow, bleached, bbls.	gal.	.68	.70
Extra bleached, bbls.	gal.	.70	.72
Oleo Oil, No. 1, bbls., N. Y.	lb.	—	.12
No. 2, bbls., N. Y.	lb.	—	.11½
No. 3, bbls., N. Y.	lb.	—	.10½
Olive, denatured, bbls., N. Y.	gal.	—	1.60
Edible, bbls., N. Y.	gal.	2.00	2.30
Foots, bbls., N. Y.	lb.	—	.09½
Shipments	lb.	—	.09½
Palm, Lagos, casks	lb.	.08½	.08½
Niger, casks	lb.	.07¾	.08
Palm Kernel, tanks, N. Y.	lb.	—	.10½
Peanut, refined, bbls., N. Y.	lb.	.15	.16
Crude, bbls., N. Y.	lb.	—	.13
Red Oil, distilled, bbls.	lb.	—	.09½
Saponified, bbls.	lb.	.10¾	.11½
Tanks	lb.	—	.08¾
Soya Bean, crude, tks., Pacific Coast, lb.	lb.	—	.10½
Crude, tanks, N. Y.	lb.	—	.13½
Crude, bbls., N. Y.	lb.	—	.14
Refined, bbls., N. Y.	lb.	—	.14¾
Stearic Acid, s. p. 200 lb. bags	lb.	—	.12½
Double Pressed	lb.	.12½	.13
Triple pressed, bgs.	lb.	.14½	.15
Stearine oleo, bbls.	lb.	.12½	.12½
Tallow, edible tierces	lb.	.10	.10½
City, extra loose	lb.	.08½	.08½
Tallow oils, acidless, tanks, N. Y.	lb.	.11½	.12
Bbls., c/1, N. Y.	lb.	—	.12
Whale, nat. winter, bbls., N. Y.	gal.	—	.78
Bichd., winter, bbls., N. Y.	gal.	—	.80
Extra bichd., bbls., N. Y.	gal.	—	.82

LABELS

WE CARRY the largest line of
high grade, exclusively de-
signed stock labels for perfumes
and toilet preparations in
the world.

*For \$2.00 we'll send you our complete sample
line, approximately 1,400 designs. The \$2.00 will
then be credited to you on receipt of your order.*

THE HENDERSON LITHOGRAPHING CO.
4530 MAIN STREET, Norwood, CINCINNATI, OHIO

DIAMOND ALKALIES



*to meet every test of the
keen Alkali buyer!*

Diamond Alkalies
include

58% Soda Ash

76% Caustic Soda

Bicarbonate of Soda

Modified Sodas

Special Alkalies

**SODA ASH
CAUSTIC SODA
TEXTILE SODA
BICARBONATE or SODA
MODIFIED SODA
SPECIAL ALKALI**

**DIAMOND ALKALI COMPANY
PITTSBURGH, PA.**

CURRENT PRICE QUOTATIONS

(Continued)

Essential Oils

Almond, Bitter, U. S. P.	lb.	2.90	3.50
Bitter, F. F. P. A.	lb.	3.00	3.75
Sweet, cans	lb.	.85	.95
Apricot, Kernel, cans	lb.	.60	.65
Anise, Tech., cans	lb.	.68	.70
U. S. P., cans	lb.	.72	.75
Bay, tins	lb.	2.00	2.10
Bergamot, coppers	lb.	7.00	7.50
Artificial, cans	lb.	2.00	2.20
Birch Tar, rect., bot.	lb.	.55	.60
Crude, tins	lb.	.18	.20
Bois de Rose, tins	lb.	2.35	2.50
Cade, cans	lb.	.27	.29
Cajuput, native, tins	lb.	.75	.80
Calamus, bot.	lb.	3.75	4.00
Camphor, Sassy, drums	lb.	—	.14½
White, drums	lb.	.11½	.12
Cananga, native, tins	lb.	—	.625
Rectified, tins	lb.	—	.650
Cassia, 80-85%	lb.	2.00	2.10
Redistilled, U. S. P., cans	lb.	2.25	2.40
Cedar Leaf, tins	lb.	.85	1.00
Cedar Wood, light, drums	lb.	.22	.24
Citronella, Ceylon, drums	lb.	.42	.45
Java, drums	lb.	.65	.70
Cloves, U. S. P., cans	lb.	1.65	1.75
Copaiba	lb.	.40	.45
Erigeron, 20 lb. tins	lb.	6.00	6.25
Eucalyptus, Austral. U. S. P., cans	lb.	.53	.56
Fennel, U. S. P., tins	lb.	.80	.90
Geranium, African, cans	lb.	2.75	3.00
Bourbon, tins	lb.	2.75	3.00
Hemlock, tins	lb.	.85	.90
Lavender, U. S. P., tins	lb.	3.75	4.25
Spike, Spanish, cans	lb.	1.00	1.30
Lemon, Ital., U. S. P.	lb.	2.60	2.75
Lemongrass, native, cans	lb.	1.05	1.10
Linaloe, Mex., cases	lb.	2.40	2.50
Neroli, Bigarde, ½ & 1 lb. bot.	lb.	75.00	100.00
Petale, 1 lb. bot.	lb.	100.00	125.00
Artificial, 1 lb. bot.	lb.	10.00	20.00
Nutmeg, U. S. P., tins	lb.	1.65	1.70
Orange, bitter, tins	lb.	2.70	2.90
Sweet, W. Ind., tins	lb.	2.60	2.75
Italian, cop.	lb.	2.75	3.00
Distilled	lb.	1.70	1.80
Origanum, cans tech.	lb.	.25	.28
Patchouli	lb.	6.75	7.00
Pennyroyal, dom.	lb.	2.25	2.50
Imported	lb.	2.00	2.10
Peppermint, nat. cases	lb.	6.50	7.00
Redis., U. S. P., cases	lb.	7.25	8.00
Jap. dement. (in bond)	lb.	3.00	3.25
Peut Grain, S. A., tins	lb.	2.00	2.10
Pinus Sylvestris	lb.	.85	1.25
Pamfilio, U. S. P.	lb.	2.25	2.50
Rose, French	oz.	9.00	9.50
Bulgarian	oz.	9.50	11.00
Artificial	oz.	2.00	2.75
Rosemary, U. S. P., drums	lb.	.50	.60
Tech., lb. tins	lb.	.40	.45
Sandalwood, E. Ind., U. S. P.	lb.	7.10	7.25
W. Indian (Amayris)	lb.	1.80	2.00
Sassafras, U. S. P.	lb.	.80	1.00
Artificial	lb.	.25	.28
Spruce, U. S. P.	lb.	6.00	6.50
Spruce	lb.	.85	.90
Thyme, red, U. S. P.	lb.	.75	.80
White, U. S. P.	lb.	.95	1.00
Tech.	lb.	.65	.70
Vetivert, Bourbon	lb.	15.00	17.00
Java	lb.	20.00	22.00
Ylang Ylang, Bourbon	lb.	6.00	8.00

Aromatic Chemicals

ISOLATES

Anethol	lb.	1.00	1.25
Citral	lb.	2.75	3.00
Citronellal	lb.	2.50	3.00
Eucalyptol, U. S. P.	lb.	.90	.95
Eugenol, U. S. P.	lb.	2.75	3.00
Geraniol, Domestic	lb.	2.25	3.50
Imported	lb.	2.50	3.75
Iso-Eugenol	lb.	3.75	3.90
Linalool	lb.	4.50	6.50
Rhodinol	lb.	16.00	20.00
Safrol	lb.	.29	.31
Thymol, U. S. P.	lb.	3.50	3.60

SYNTHETICS

Acetophenone, C. P.	lb.	3.50	3.75
Benzaldehyde, tech.	lb.	.70	.75
Benzyl Acetate	lb.	1.35	1.50
Alcohol	lb.	1.45	1.50
Benzoate	lb.	1.10	1.25
Citronellol	lb.	6.00	9.00
Citronellyl Acetate	lb.	13.00	14.00
Commurin	lb.	3.60	3.75
Geranyl Acetate	lb.	4.50	5.00
Heliotropin, dom.	lb.	1.75	2.00
Hydroxycitronellal	lb.	10.00	11.00
Indol, CP	oz.	6.00	6.50
Ionone	lb.	6.00	9.00
Linalyl Acetate	lb.	3.50	7.50
Menthyl	lb.	3.75	4.00
Methyl Acetophenone	lb.	3.75	4.25
Anthranilate	lb.	2.50	3.25
Paracresol	lb.	8.00	9.00
Salicylate, U. S. P.	lb.	.47	.50
Mirbane, rect.	lb.	.11	.15
Musk Ambrette	lb.	7.00	8.00
Ketone	lb.	7.00	10.00
Xylene	lb.	2.75	3.25
Phenylacetaldehyde	lb.	7.00	8.50
Phenylacetic Acid, 1 lb. bot.	lb.	3.00	3.25
Phenylethyl Alcohol, 1 lb. bot.	lb.	5.50	6.50
Terpinyl Acetate, 25 lb. cans.	lb.	1.10	1.40
Terpeneol, CP, 1,000 lb. drs.	lb.	.30	.31
Cans	lb.	.32	.33
Vanillin, U. S. P.	lb.	7.00	7.50

Miscellaneous

Insect Powder, bbls.	lb.	.24	.25
Concentrated Extract	gal.	—	2.25
Gums—			
Arabic, Amb. Sts.	lb.	.12	.14
White, powdered	lb.	.19	.20
Karaya	lb.	.10	.15
Tragacanth, Aleppo, No. 1	lb.	1.55	1.65
Sorts	lb.	.50	.60
Turkish, No. 1	lb.	1.20	1.30
Waxes—			
Bayberry, bgs.	lb.	.21	.22
Bees, white	lb.	.60	.65
African, bgs.	lb.	.42	.45
Refined, yel.	lb.	.47	.50
Candelilla, bgs.	lb.	.35	.37
Carnauba, No. 1	lb.	.56	.57
No. 2, Yel.	lb.	.50	.52
No. 3, Chalky	lb.	.38	.40
Japau, cases	lb.	.19	.20
Paraffin, ref. 125-130.	lb.	.06½	.07
Pine Oil, stm. dist.	gal.	.69	.72
Tar Oil, bbls. dist.	gal.	.50	.55
Commercial grade.	gal.	.32	.40

MENTHOL-Y

Reg. U. S. Pat. Office

Chemically identical with Japanese Menthol

Recommended for use in tooth pastes and
other dentifrices, toilet preparations, etc.

Send for a Testing Sample

also

THYMOL, U. S. P.



The New York Quinine & Chemical Works, Inc.

100 North 11th St., Brooklyn, N. Y.

St. Louis Depot — 304 South 4th St.

Trageser Steel Drums— *are built to last!*



THEY make ideal containers for liquid soaps, disinfectants, cleaning preparations, essential oils, vegetable oils and other liquid products.

30 . 55 . 110 GALLON SIZES
BLACK . GALVANIZED . TINNED

*We also make Removable Head Drums and Steel
Nesting Cans For Semi-Liquid or Paste Products*

JOHN TRAGESER STEAM COPPER WORKS

451 WEST 26th STREET

NEW YORK CITY

Chicago Representative

Cleveland Representative

Harry E. Rice - 724-728 Washington Blvd. Fred H. Palmer, Jr. - 914 Guarantee Title Bldg.

Price-Fixing Illegal In Canada

The price maintenance agreements of the Canadian Proprietary Articles Trade Association have been held contrary to the Combines Investigation Act in a report by the Registrar of the Combines Investigation Act made public by the Minister of Labor. The report was made early in September, but its publication was delayed until early this month by the changing ministries. The association had established "irreducible minimum" prices on over 600 articles manufactured by its members and had required that its members and others subscribing to the agreement refuse to sell houses that would not agree to maintaining these prices. Definite minimum resale schedules for wholesalers, distributors and retailers were established and it was the refusal of an association member to sell to a chain store organization, following the chain company's refusal to agree on the resale price, that occasioned the investigation referred to above. The case may be carried to the attorney generals of the various provinces before any final disposition is made.

Coal tar oil in bulk, barrels, drums or tank cars, carlots, is subject to a new freight rate between Harriet and Rochester, N. Y., 7.5c, a reduction of 6.5c per cwt.

Armour Castile Hearing Oct. 27

Hearing in the complaint by the Federal Trade Commission against Armour & Co., Chicago, for unfair competition in the alleged improper advertising and labeling of soaps as castile soaps when they do not contain olive oil, will be held in Washington Oct. 27. The case is similar to the Kirk castile complaint which is being heard at present. The complaint against Armour was issued Sept. 7, but just made public by the Commission Oct. 11.

William De Rosa, a painter at the Procter & Gamble Co. plant at Port Ivory, Staten Island, N. Y., was recently elected a member of the board of directors by fellow employees at the Plant. Employees of the Cincinnati and Kansas City plants are also entitled to representation on the board, according to the company plan.

Raymond J. Kembring, formerly a chemist with the R. M. Hollingshead Co., Camden, N. J., is now associated with the Quaker Oil Products Corp., Conshohocken, Pa., in the same capacity.



A BLOODHOUND could not trace some sales inquiries. It is safe to say, however, that a vast majority originate from some form of advertising. Mention of the name of a publication in writing to an advertiser is prima facie proof of this.

IF YOU find SOAP helpful in your business, will you help us by mentioning the name of SOAP in communicating with our advertisers? To us, there is nothing which you can do to be of greater help to us. Every time you mention SOAP, it's a boost.

TELL THEM YOU SAW IT IN "SOAP"!

The Publishers



CITRONELLAL for Soap

*Cheaper than Citronella Java
Goes Farther*

A. M. TODD COMPANY
KALAMAZOO MICHIGAN

BUSINESS ESTABLISHED IN 1869

FOR SALE

Good Equipment at Bargain Prices

- 1 New Albright Well Amalgamator
- 4 Chippers, 20", 24", 30".
- 8 Crutchers—Dopp & H-A — Strunz — 1500 #, 3000 #, 3600 #
- 200 Soap Frames—600 #, 1200 #, 1500 #
- 2 Stone Mills—H-A, 12"x24", 3 Roll and 18"x24", 3 Roll
- 2 Steel Mills—H-A, 14"x36", 5 Roll
- 1 Blanchard Mill—10A
- 3 Plodders—H-A, 8" and 10"—Huber 10"
- 10 Foot Presses—H-A, Huber, Dopp, Emire
- 2 Scouring Presses—H-A
- 2 Power Presses—Ralston, Jones
- 3 Remelters—Acme 30"x12½", 2 H-A 42"x6"
- 1 Slabber—H-A 600"
- 1 Continuous Chip Dryer—Proctor & Schwartz 1500 #
- 1 Glycerine Evaporator—Garrigue Complete
- 15 Filter Presses—12", 18", 24", 30", 36", 42"
- 75 Kettles and Pots—Plain, Jacketed, or Agitated 20 gals. to 2000 gals.
- 4 Soap Kettles—4 Kettles 50 tons each.
- 50 Tanks—Rectangular and Cylindrical, 50 to 14000 gals.

SEND FOR OUR LIST
SELL US YOUR IDLE EQUIPMENT

Consolidated Products Co., Inc.
15 Park Row, New York City

FOR IMMEDIATE LIQUIDATION FROM
Long Island Soap Co.
THESE ITEMS MUST BE REMOVED
REGARDLESS OF COST

- Crutchers—**
 - 4 Houchin-Aiken Jacketed (Vert.), 1200, 1500, 3000 & 6500 lbs.
- Cutters and Slabbers—**
 - 1 Huber wood frame cross cutting table (power)
 - 2 Huber wood Slabber (hand power)
 - 1 Houchin-Aiken wood Slabber (power)
 - 1 Houchin-Aiken steel frame Slabber (power)
- Dryer—**
 - 1 Sargent Automatic Soap Chip Dryer, 1200 # per hour, complete with Chilling rolls.
- Filter Presses—**
 - 8 Filter Presses, Iron, 18, 24, 30, 36 & 42 in. sq.
- Engines—**
 - 6 Vertical Engines, 15 and 25 H.P.
- Evaporator—**
 - 1 Garrigue Glycerine 48" dia. 3 section complete with salting out pan, pumps, etc.
- Stone Mills—**
 - 2 18" x 24", 4 roll
- Presses—**
 - 2 Houchin-Aiken Foot Press. Empire State.
 - 1 Jones Automatic Press
- Frames—**
 - 350, 600, 1200 # capacity—steel sides
- Pumps—**
 - 4 Worthington Duplex Steam Pumps
 - 9 Centrifugal and Rotary Iron Pumps
- Plodders—**
 - 4 6", 8" & 10" Houchin-Aiken
- Tanks and Kettles—**
 - 30 Jacketed Iron Kettles, 10-2000 gals.
 - 20 Steel Storage Tanks, 100-12000 gals.
 - 10 Copper & Aluminum Jacketed Kettles, 10 to 200 gals.
 - 4 Vert. Copper Storage Tanks, 1400 gals.
- Wrapping Machines, Etc., Etc.**

STEIN-BRILL CORP.

25 CHURCH STREET
PHONE! New York City WRITE!
Phones—Rector 3168-9

